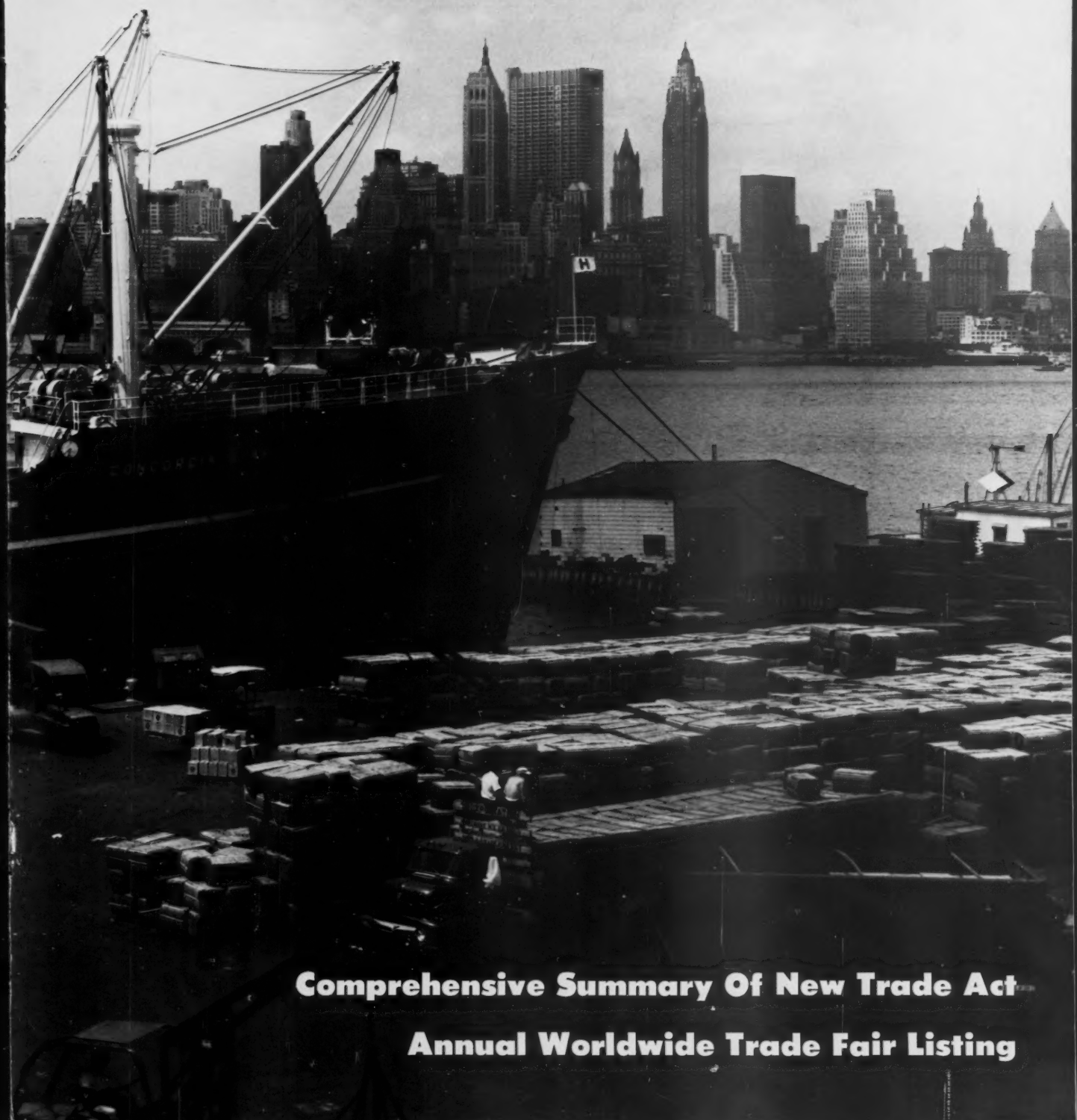
JANUARY 6, 1975

Commerce Today



Comprehensive Summary Of New Trade Act

Annual Worldwide Trade Fair Listing

FROM THE
SECRETARY

A Major Mechanism For Trade

Passage of the Trade Act of 1974 late last month has given us a major mechanism for meeting some of the unprecedented challenges of today.

A balanced measure designed to serve the national interest and forward international accord, this legislation provides the practical means for reducing international and commercial irritants that, unattended, could impair the peace and security of the world.

With the growing interdependence of the world economy, the Trade Act equips us with the tools to buttress this still unstable but developing system. It gives us a scaffolding on which to build better tomorrows.

East-West detente is an example of that interdependence. Not only will the Trade Act give the President authority to negotiate freely for improved markets among the non-socialist nations, but it will also open the vast new markets of the state-planned economies. By bringing attention to the awakening needs and wants of fully 30 percent of the world's population, detente has created a tremendous opportunity for American businessmen.

There is also an emerging interdependence with the developing countries of the world. These nations look on trade as a major mechanism to improve their economic situation, and they attach great importance to improving their access to the markets of the industrial countries. The Trade Act of 1974 will permit the U.S. to meet the aspirations of the developing countries in a reasonable fashion. Furthermore, the oil rich nations of the Near East, eager to catch up with the industrialized West, represent a market of limitless potential.

In furthering our national interests, the Act opens the way for increased U.S. exports, more and better jobs for U.S. workers, and economic growth at home. Exports spur our home production and investments and help pay our mounting bill for imported oil; simultaneously, they expand our employment base. An estimated 3.5 million Americans—factory workers, white collar workers, longshoremen, farmers—owe their jobs to exports today. About half these jobs are in the manufacturing sector. About 20 percent are in the agricultural sector. It is estimated that each $1 billion in exports create 60,000 jobs. The more we export, the more we create new jobs for workers entering our labor force.

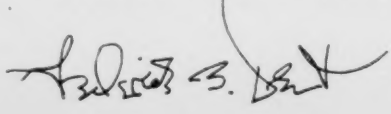
The challenge is there to raise our export levels to $125 billion in 1975 over $97 billion in 1974.

At the same time, the Act provides relief when foreign imports cause dislocations, particularly in terms of injury to individual firms and workers.

Of course, we must realize that we must import many vital industrial raw materials and foodstuffs to fuel our economy. Oil comes to mind immediately. But our country also depends on the importation of such other key products as chromium, nickel, platinum, manganese, and bauxite. Without these imports, our productive capacity would be curtailed in turning out the basic capital and consumer goods we rely on for everyday well-being.

The principal thrust of the Act is to assure a fair and open international marketplace, with equal access at reasonable prices to the world's riches and services. Its equity provisions are extended to include far-reaching consultations with the Congress and the public—agriculture, industry, services, labor and consumer—through the vehicle of joint committees and advisory groups.

In all, the Trade Act of 1974 reaffirms our dedication to the principles and practices of fair and equitable trade. It confirms our resolve to retain our leadership role in this endeavor. Our goal remains the same: a just and lasting peace, a stronger economy at home, and a thriving commerce among nations. It emphasizes our commitment to meet and overcome the most serious economic challenge of the postwar period.



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COVER: *Part of Manhattan's skyline looms behind the loading of a freighter bound for foreign ports. New rules for U.S. trade are contained in the new Trade Act which Congress recently passed. A detailed summary of the Act begins on page 5. For new trade opportunities, see fair list, pages 22-34.*

Easing Of Prices In Early Processing Stages Offers Hope For Dampening Of Inflation

Economic Highlights is prepared by James L. Pate, Assistant Secretary of Commerce for Economic Affairs.

It is not particularly fashionable at the present time to be sanguine about the near-term prospects for prices, but evidence which supports such a position is steadily accumulating. The signs are not yet apparent in the month-to-month movements of the major price indexes, but careful examination of the detail behind these indexes reveals definite support for a favorable outlook.

The recent behavior of some components of the Wholesale Price Index (WPI) has been particularly encouraging. Much of the month-to-month variation in the index has been due to extreme variations in the prices of farm products, processed foods and feeds, i.e., agricultural items. Industrial commodities prices, on the other hand, have tended to be much more uniform from month to month (see chart 1). More importantly, these industrial commodities prices appear to have peaked in early 1974 and have increased at much more moderate rates over the last three months than previously.

When considered by stage of processing, the price performance of nonfood items suggests that even further easing in the rate of industrial commodities price increases is probable. Crude materials (which account for about 3 percent of the total WPI) increased quite moderately in August, remained unchanged in September, and declined in absolute terms in October and November (see chart 2). With a lag of one month, the behavior of intermediate materials prices has been quite similar. The moderation of intermediate materials prices is even more significant since they account for approximately 40 percent of the total WPI.

Appreciable moderation in the wholesale prices of finished goods did not occur until November, when after six consecutive months of increases in excess of 2 percent, finished goods prices increased 1.4 percent. Consumer finished goods except food increased 0.4 percent, which was also a substantial improvement (previous increases had been 1.3 percent, 1.2 percent, and 1.7 percent in August through October, respectively). One month of improvement in finished goods prices is not convincing, but, when considered with the observed easing of prices at the crude and intermediate stages, it is just as certainly an encouraging sign.

In the last few months, the Consumer Price Index (CPI) has also given signs that the rate of increase may have already peaked (see chart 3). In the most recent two months, the rate of increase in the index has been less than 1 percent. For commodities other than food, the increase has been less than 1 percent for the last three months. In November, food prices were heavily influenced by the unusually sharp price increase for sugar. More recently, however, sugar prices have been declining at the commodity (wholesale) level, suggesting that here, too, the peak may have been passed.

While specific food items may continue to put pressure on the CPI, their performances have tended to be erratic and other major nonfood items have improved markedly. For example, the index for meat, poultry, and fish has varied widely over the past year, but the last two months recorded relatively minimal change (see chart 4). Gasoline and motor oil prices, which had been the source of tremendous price pressures earlier in the year, have moderated considerably. Price increases for these petroleum-based items appear to have peaked in March 1974 and have actually declined since July of this year (it should be noted, however, that the index for fuel oil and coal has not been moderating recently). The earlier sharp increases in motor fuel prices have now largely passed through the system, and the recent moderation is reducing the impact on the prices of other items. This has been particularly noticeable in transportation prices, which increased 1.5 percent in September but declined 0.3 percent the following month and increased only 0.3 percent in the most recent month.

All of the above data suggest that, although important exceptions remain, there is a widespread tendency toward price moderation moving through the various stages of production and distribution. The recent easing of the pressures on capacity should, moreover, serve to assure the successful transmission of that price relief to the consumer. The capacity utilization was 79.0 percent in the third quarter compared to the peak of 83.3 percent in mid-1973. Further, the estimated size of the GNP gap (the difference between estimated potential and realized GNP) grew to $66.8 billion in the third quarter, up from only $6.3 billion in the first quarter of 1973. In general, therefore, demand pressures do not appear to be sufficient to cause or encourage a resurgence of price increases similar to those witnessed earlier in the year.

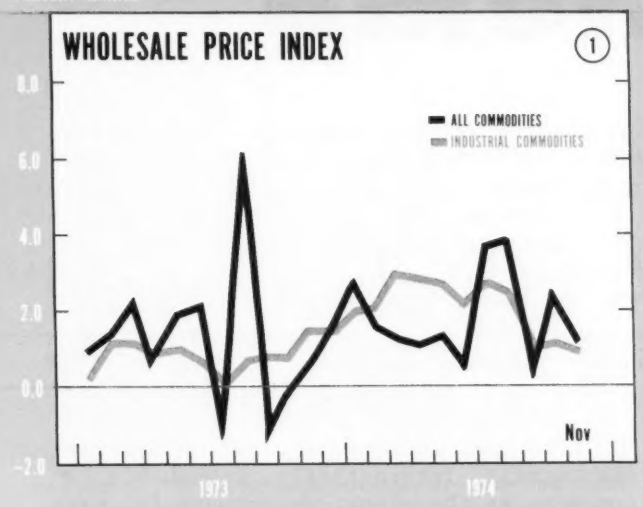
Labor costs also have an important bearing on price prospects, but here again there are encouraging elements. To be sure, the statistical performance of labor costs has been very poor in the first three quarters of this year (see chart 5). Large increases in compensation have been aggravated by the sluggish performance of productivity. However, productivity is closely related to output in the short run, and a turnaround in real output could substantially mitigate the price impact of what promises to be relatively high increases in compensation over the next few quarters. As noted above, there is a considerable amount of excess capacity, and output could increase significantly without instigating undue pressures on capacity. Once output begins to increase, the situation could be very similar to that of 1972, when unit labor costs were successfully restrained even though compensation increases were sizable.

In short, an optimistic appraisal of near-term price prospects is not without foundation at the present time. There is a definite easing of prices currently taking place at the beginning of the production pipeline, and transmission of this moderation through the economic system to the consumer appears assured by the present easing of demand. Further, the resurgence of economic growth expected in 1975 could provide substantial relief on the labor cost side of the problem as well.

PERCENT CHANGE

WHOLESALE PRICE INDEX

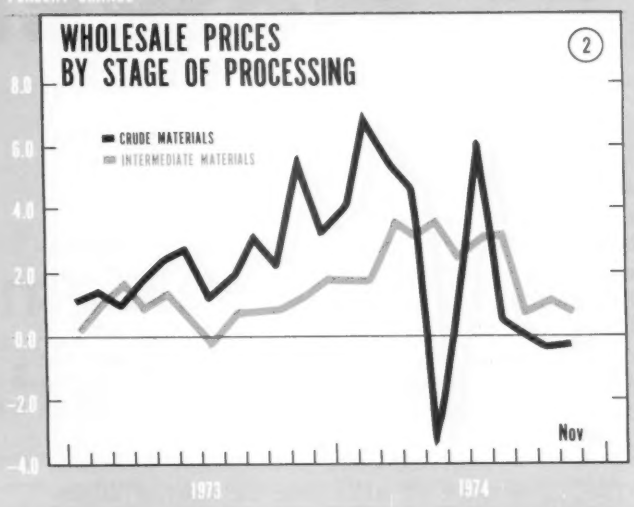
1



PERCENT CHANGE

WHOLESALE PRICES BY STAGE OF PROCESSING

2



PERCENT CHANGE

CONSUMER PRICE INDEX

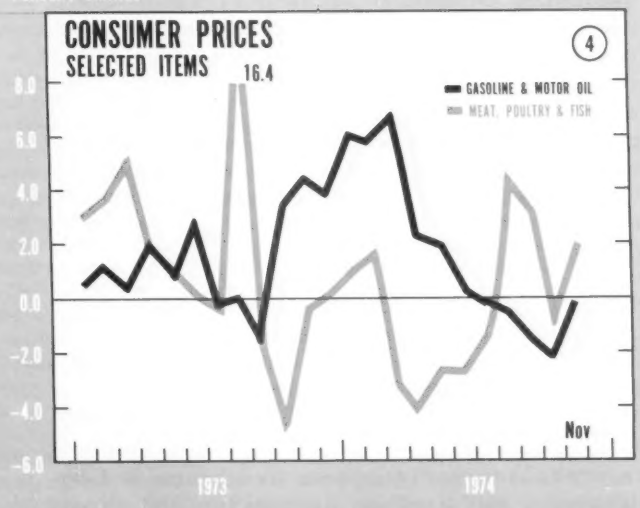
3

PERCENT CHANGE

CONSUMER PRICES SELECTED ITEMS

4

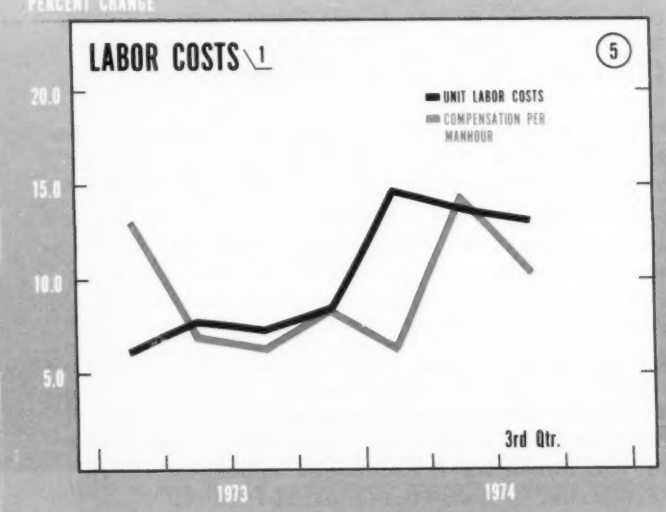
16.4



PERCENT CHANGE

LABOR COSTS [1]

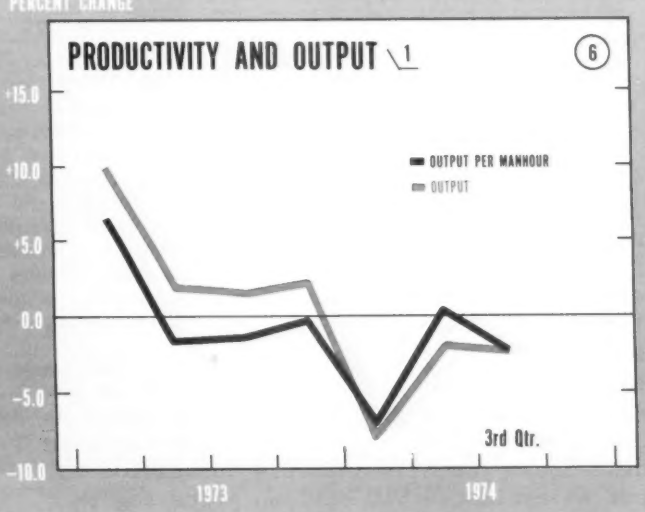
5



PERCENT CHANGE

PRODUCTIVITY AND OUTPUT [1]

6



All data seasonally adjusted

[1] Annual rates

Newsmemo

Short supply situations feed on each other in a complex industrial economy. For example, chlorine and caustic soda are co-products of the same production process. Reduced chlorine production causes a corresponding reduction in caustic soda output. Both have been in the short supply category. There are indications of some easing of demand for chlorine, although it is not yet freely available. But caustic soda, the co-product, remains in tight supply and is under industry allocation.

Also, shortage of ethylene is having sharp industrial effects downstream. Ethylene, a basic petrochemical feedstock, faces the prospect of a long term short supply, and new production capacity is not being added for several reasons. So deferrals of projects for new capacity in the downstream products based on ethylene are now occurring. Among such products: acetic acid, vinyl acetate, and high density polyethylene. Shortages of such items can be expected in the next few years.

Natural rubber producers want to keep the bounce in their product but out of their selling prices. In 1974 such prices went all the way from 52 cents per pound in January, when the supply was tight, to 26 cents per pound in early December. Moves to stabilize world prices are being led by Malaysia, and include production and export curbs and price supports. In the U.S., 1974 consumption of natural rubber was about 1.5 billion pounds, valued at about $500 million. The comparable figures for synthetic rubber were 5.3 billion pounds and $1.5 billion.

The public will wait a bit longer for nutrition information on food labels. The Food and Drug Administration had set a Jan. 1 deadline on its requirement regarding nutrition and enrichment standards labeling of food products. However, citing President Ford's desire that federal regulations and restrictions not contribute to advances in food prices, the FDA granted a six-month overall extension to the labeling deadline. The Milk Industry Foundation had put an estimated $10 million price tag on the changes for its industry. This represented estimated costs involved with measuring nutrient content, making label revisions, and possible costs of complying with new state laws requiring further label changes.

Make-do won't do in exporting. Export management company executive Jack Dreyfus told a New Jersey state business conference the usual American image of high professionalism is lacking in many major firms' export departments. Interestingly, though his firm acts as the export department for many manufacturers, Dreyfus recommended that producers with sufficient potential volume of exports consider handling it themselves. And if they do, he emphasized, they should give the department a substantial budget to cover professional executives and efficient operations.

A project in Ghana has brought honors to the Kaiser Aluminum & Chemical Corporation. The first Development Award of the Overseas Private Investment Corporation (OPIC), which is the government corporation that offers political risk insurance and finance services to Americans investing in the developing nations, went to Kaiser for its Valco project. This aluminum enterprise turns out 170,000 tons each year and made possible the development of Ghana's Volta River hydroelectric system through guaranteed purchases of power. Valco has also made medical, scientific and public service contributions to the Ghanaian community.

A U.S. trade fair in Siberia? Yes, it opens in Khabarovsk May 19 as the Washington State--Siberia Trade Fair. It will demonstrate Washington's capabilities to help develop Siberian resources. Expected displays will center on timber and woodworking equipment, construction equipment, mining gear, on- and off-road transport vehicles. A Washington State trade mission is being organized in conjunction with the fair. A U.S.-Siberia trade seminar was held in Seattle last month, and the state and the Soviet Union have exchanged appearances in each other's commercial exhibitions.

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New Trade Act Aims At Fair Access To Markets, Industry Safeguards

Six major purposes underlie the Trade Act of 1974 passed overwhelmingly in the final hours of the 93rd Congress after 20 months of study by the legislators:

- Fostering economic growth and employment in the United States and U.S. economic relations abroad;
- Lowering and harmonizing barriers to trade on a basis that secures substantially equivalent competitive opportunities for U.S. commerce in foreign markets;
- Establishing equity in international trading relationships, including reform of trade rules;
- Providing adequate procedures to safeguard U.S. industry and labor against unfair or injurious import competition and assisting industries, firms and workers to adjust to trade changes;
- Opening market opportunities for U.S. commerce in nonmarket economies;
- Providing fair and reasonable access in the U.S. market to products of the developing nations.

Additionally, the Act enables the President to exercise his trade agreement authority to strengthen international agreements governing fair and equitable access to supplies.

A summary of the legislation, prepared by Commerce's Office of International Trade Policy, follows. This summary, while providing a comprehensive overview of the Act, is not intended to cover every provision nor to reflect precise statutory language.

TITLE I. NEGOTIATING & OTHER AUTHORITY

Tariffs. The President is authorized to enter into trade agreements with foreign countries or their instrumentalities (e.g., the Commission of the European Communities) during the five-year period following the date of enactment, and to modify rates of duty within specified limits to give effect to such agreements. With respect to the authority to reduce duties, the President is authorized to eliminate tariffs completely on items with existing duties of 5 percent or less; and to reduce tariffs by 60 percent on items with present rates of duty over 5 percent.

Duties will be reduced in annual stages of 3 percentage points or one-tenth of the total reduction, whichever is greater. Authority is provided to permit the President, by rounding fractions, to proclaim marginally lower rates.

Authority is also granted to raise tariffs pursuant to a trade agreement to a rate which is 50 percent above the Column-2 (1934) rate or 20 percentage points above the current rate, whichever is higher.

Nontariff Barriers. During the five-year negotiating period, the President is authorized to negotiate agreements to harmonize, reduce, or eliminate nontariff barriers (NTBs) affecting U.S. exports as well as agreements on subsidies and supply access problems.

Before the President enters into any NTB agreement he must consult with the Senate Finance Committee and the House Ways and Means Committee plus each committee of the House and the Senate and each joint committee of the Congress with jurisdiction over matters in the agreement. However, an NTB agreement enters into effect only after a vote of approval by each House of Congress.

In order to speed a final vote, on the merits, on NTBs subject to Congressional approval, procedures for expedited consideration are instituted. They include prohibition of amendments to the implementing legislation, provision for discharge from the Committee, limitation on floor debate, and time limits on the final vote.

Sector and Other Negotiating Objectives. The Trade Act requires that, to the extent consistent with maximizing the overall economic benefit to the United States, negotiations be conducted on the basis of appropriate product sectors. The President must report to Congress if he determines that competitive opportunities in any product sector will be significantly affected by a trade agreement. However, to the maximum extent feasible, the reduction of agriculture trade barriers shall be undertaken in conjunction with negotiations on industrial trade barriers.

Other negotiating objectives include negotiation of: bilateral agreements where they may be more satisfactory than multilateral ones; agreements which promote the economic growth of developing countries; rules to ease adjustments to changes occurring in competitive positions; and agreements on fair and equitable access to supplies at reasonable prices.

Hearings and Advice Concerning Negotiations. Detailed procedures require public hearings and submission of advice by the private sector, executive departments, and the International Trade Commission (formerly known as the Tariff Commission) concerning preparation for and conduct of the multilateral trade negotiations. The President is required to seek such advice before beginning negotiations and concluding agreements, and prior to using the compensation or supplemental negotiation authorities provided in the Act. *(See related story on Page 19.)*

GATT Appropriations and Reform. Authorization is provided for the annual appropriations for U.S. payment of its share of General Agreement on Tariffs and Trade (GATT) expenses. In addition, the President is directed to take action necessary to revise the GATT, directly or indirectly, so that its rules conform to principles promoting an open, nondiscriminatory and fair world economic system. Congressional approval is necessary where implementation of such revisions require changes in Federal law and where there was no prior delegation of authority by Congress.

Balance of Payments Authority. In case of a large and serious U.S. balance-of-

payments deficit, or imminent and significant depreciation of the dollar in foreign exchange markets, or to cooperate with other countries in correcting an international balance-of-payments disequilibrium, the President is required to impose import surcharges of up to 15 percentage points or quantitative restraints for a period not exceeding 150 days, unless he determines that such action is not in the national interest. Any extension of such action beyond that period must be legislated by the Congress. Surcharges are established as the preferred means of remedy, and the President is urged to seek modification of existing international rules to allow use of surcharges in place of quantitative restrictions for balance-of-payments purposes and to provide rules governing the use of surcharges.

To deal with a large and persistent U.S. balance of trade surplus, measured on a c.i.f. basis, or to prevent significant appreciation of the dollar in foreign exchange markets, the President is authorized for a period not to exceed 150 days to reduce duties by a maximum of 5 percentage points or to reduce or suspend other import restrictions. Any extension of action beyond 150 days must be legislated by the Congress.

Compensation Authority. The law provides the President with authority to compensate foreign countries for increases in U.S. tariffs or other restrictions imposed pursuant to an import injury finding. Duty reductions would be limited to not more than 30 percent below the existing rate of duty.

Supplemental Negotiation Authority. The President is granted authority for the two years following conclusion of the five-year negotiating period to negotiate minor agreements (covering no more than 2 percent of total U.S. imports for the most recent 12-month period for which import statistics are available). These duty reductions are limited to 20 percent of existing rates and shall not exceed the limits in the Act with respect to the basic tariff authority. Thus, if the full tariff-cutting authority were used during the multilateral trade negotiations on a given article, such an article would be ineligible for any duty reduction under this supplemental authority.

Termination and Withdrawal. The Act provides traditional authority allowing termination of and withdrawal from trade agreements and termination of proclamations. In addition, the law provides authority for the President to withdraw or suspend any obligation in accordance with a trade agreement whenever any foreign country impairs its concessions to the U.S. without adequate compensation. In such cases, the President is authorized, for such periods as he deems necessary or appropriate, to increase duties by not more than 50 percent above the statutory (1934) rate or 20 percentage points above the rate existing July 1, 1975, whichever is higher, and to proclaim withdrawal or suspension of the application of the agreement, in whole or in part. Such actions must be taken only to exercise rights or fulfill obligations of the United States under trade agreements and must be consistent with U.S. international obligations.

Other Provisions. The Trade Act reaffirms the long-standing U.S. policy of unconditional Most-Favored-Nation treatment, but exceptions are to be made under certain circumstances. If, after five years, the President determines that any major industrialized country has failed in the forthcoming negotiations to make concessions substantially equivalent to those afforded by the United States in trade agreements entered into under the Act, the President shall recommend to Congress any legislation necessary to restore the competitive balance.

The remaining portion of Title I requires the reservation of certain articles from reductions in duties and certain other import restrictions during trade negotiations; provides for Congressional delegates to the negotiations, and transmission of trade agreements and annual reports on the trade agreements program to Congress; establishes the Congressional approval procedure (mentioned earlier regarding NTB agreements); and grants statutory authorization for the Office of the Special Representative for Trade Negotiations.

Finally, the Act remodels the U.S. Tariff Commission. Changes include renaming it as the International Trade Commission, extending the term of office of commissioners, and rotating the chairmanship and vice-chairmanship.

TITLE II. IMPORT INJURY RELIEF

New Injury Test. The Act significantly liberalizes the eligibility criteria for import relief by providing that relief be authorized for industries when an increase in imports (either actual or relative to domestic production) is the substantial cause or threat of serious injury. Compared to the previous test, the new test deletes the "causal link" between increased imports and prior trade concessions and reduces from "major" to "substantial" the required causal relationship between increased imports and serious injury or threat thereof.

Another new element is that the Commission is authorized under certain conditions to treat as a domestic industry only the segment of national production that is produced in a major geographic area.

Reports to the President. The International Trade Commission is required to report its findings to the President within six months. In the case of an affirmative determination, the Commission is required to include recommendations as to the duty or other import restriction it feels is necessary to remedy the injury or threat thereof, and also recommendations as to the provision of adjustment assistance where appropriate.

Presidential Granting of Relief. The President is generally required to provide import relief and authorize adjustment assistance within 60 days of receipt of an affirmative finding by the Commission recommending such action. He may, however, provide different relief or none at all if he determines that the recommended relief is not in the national interest. In the latter case, he must report his reasons to the Congress, which may override him by a concurrent resolution and institute the import relief as recommended by the Commission.

When the President decides that he will grant import relief, he may take one or more of the following measures: 1) increases in, or imposition of, duties; 2) tariff rate quotas; 3) quantitative restrictions, and 4) orderly marketing arrangements, or any combination of such actions. In deciding on what action he will take, the President must take into account certain enumerated factors involving overall economic and social considerations. If the President decides to grant import relief he must, within a period of 15 days, proclaim it. If, however, the Commission recommends the provision of adjustment assistance, the President is to direct the Secretaries of Commerce and Labor to give prompt consideration to applications for assistance.

Length of Relief. Import relief is to terminate within five years unless extended by the President for one three-year period. The relief may be extended at a level no greater than the level in effect immediately before the extension. The President must determine that a renewal is in the national interest, taking into account advice from the International Trade Commission and the factors which pertained to his initial determination to provide relief. In addition, any import relief implemented for more than three years must, to the extent feasible, be phased down, with the first reduction in relief occurring not later than three years after the effective date of the initial grant of relief. The President may phase down the relief in equal or unequal stages.

Subsequent and Continuing Investigations. Following a negative finding, one year must elapse before the Trade Commission will investigate the same subject matter, except where the Commission determines that good cause exists. In addition, upon termination of relief, an industry must wait two years to petition for a new investigation. Also, Title II provides for the continuation under this Act of investigations and relief instituted under the Trade Expansion Act of 1962 (TEA).

Adjustment Assistance — Eligibility Criteria. The criteria for eligibility for adjustment assistance are virtually the same for both workers and firms. A group of workers or a firm can be certified as eligible by the Secretary of Labor or Secretary of Commerce respectively if: 1) a significant number or proportion of workers in such firm have become totally or partially separated, or are threatened with total or partial separation; 2) sales or production, or both, of such firm have decreased absolutely; and 3) increases of imports of articles like or directly competitive with articles produced by the firm contributed importantly to such total or partial separation (or the threat of it) and to such decline in sales or production. Heretofore this function has been performed by the Tariff Commission. Public hearings will be held if requested by interested parties, and a decision rendered within 60 days.

Assistance to Workers. Workers will be entitled to up to 52 weeks of cash allowances at 70 percent of a worker's average weekly wage, up to 100 percent of the average weekly wage in manufacturing. Older workers may receive up to 26 additional weeks of benefits, and workers in approved training may receive up to 26 additional weeks if needed to complete the training program. In addition, workers may receive training, employment placement, counseling, testing, and other supportive services and relocation benefits. For the first time, trade-impacted workers may receive expenses to assist them in searching for a job when suitable local employment is not readily available. The program will be financed through a trust fund from customs revenues.

Assistance to Firms. Certified firms may apply for assistance within two years, and must submit adjustment proposals. Adjustment assistance includes technical and financial assistance. The extended five-year tax carryback provision that was a part of the TEA is not included in the law. Priority in extending financial assistance is required to be given to small businesses. Aggregate outstanding amounts of loans and guarantees to any individual applicant are limited to $4 million: $3 million for loan guarantees, $1 million for direct loans.

The Secretary may delegate all of his functions, except certification of eligibility, to the Administrator of the Small Business Administration (SBA), in the cases of businesses defined as "small" under the SBA act and regulations.

Assistance to Communities. The Act creates a new program of adjustment assistance for communities adversely affected by imports. Benefits include all forms of assistance provided under the Public Works and Economic Development Act of 1965, other than loan guarantees, to attract new investment and to create additional long-term employment opportunities in the area. There is also a special loan guarantee program in which state governors participate by pledging a portion of anticipated revenue sharing funds.

Coordination. An Adjustment Assistance Coordinating Committee, chaired by STR, is established to coordinate the adjustment assistance policies and programs of the various agencies involved and to promote efficient and effective delivery of adustment assistance benefits. In addition, the Act sets up procedures to activate accelerated fact-finding, review, and evaluation of basic conditions in industries for which the International Trade Commission is conducting escape clause investigations.

A trade statistics monitoring system is established to monitor import statistics to detect abrupt changes in import flows, which may have implications for relevant domestic production and employment.

TITLE III. UNFAIR TRADE PRACTICE RELIEF

Unfair Foreign Import Restrictions and Export Subsidies. The President is granted expanded authority to respond to: 1) unreasonable or unjustified foreign trade restrictions (including variable levies on U.S. commerce), 2) discriminatory or other acts or policies which burden or restrict U.S. commerce, 3) subsidization of exports to U.S. or foreign markets which have the effect of substantially reducing sales of competitive U.S. products in the United States or foreign markets, and 4) unjustifiable or unreasonable restrictions on access to supplies which burden or restrict U.S. commerce. Whenever the President determines that such unfair restrictions exist, he may suspend, withdraw, or prevent the application of trade agreement concessions or impose fees or restrictions on foreign services as well as impose duties or other import restrictions on foreign goods for such time as he deems appropriate. When retaliating against unjustifiable or unreasonable restraints, the President may act on a nondiscriminatory or selective basis. However, Presidential actions that are nondiscriminatory rather than selective are subject to Congressional veto by a concurrent resolution of disapproval. Prior to or promptly after taking action, the President must provide an opportunity for public hearings.

In addition, the President is permitted to retaliate against subsidization of exports to the United States only if: 1) the Secretary of the Treasury has determined the existence of subsidies or other incentives having the effect of subsidies; 2) the International Trade Commission has found that such exports to the United States have the effect of substantially reducing sales of competitive U.S. products within the United States; and 3) the President finds that the Antidumping Act and countervailing duty statute are inadequate to deter such practices.

The Special Trade Representative shall review complaints, publish these complaints in the *Federal Register*, and hold hearings upon request of the complainant. The Special Trade Representative must submit a semiannual report to the Congress summarizing the reviews and hearings it has conducted during the preceding six-month period.

Dumping. The Act amends the Antidumping Act to provide greater protection to domestic manufacturers from imports sold at less than fair value. It provides a time limit of six months (nine months in complicated cases) for a preliminary dumping determination to be made. A final dumping determination must be made within three months of the tentative determination. Interested parties are guaranteed the right to appear before investigatory hearings conducted by the Secretary of Treasury and the Trade Commission and various technical changes are made to strengthen the law. In addition, the law provides a new procedure for determining foreign market value of goods exported from state trading economies and for goods produced by multinational corporations. Judicial review of negative dumping determinations is explicitly authorized.

Countervailing Duties. The Act amends the countervailing duty statute to provide additional protection against subsidized imports. Application of the countervailing duty statute is extended to nondutiable items, provided the Trade Commission finds injury. In addition, the law sets a six-month limit for preliminary decisions and a one-year time limit for final decisions, and provides for judicial review. Under Section 102, the President is given the authority to negotiate on international codes on subsidies and countervailing duties. The Secretary of the Treasury is given the discretion not to apply duties for a four-year period, but only when all of the following conditions are met: 1) determination that adequate steps have been taken to substantially reduce or eliminate the adverse effect of the bounty or grant on domestic producers; 2) the reasonable prospect that successful trade agreements on the nontariff barriers would be entered into, and 3) that the imposition of countervailing duties would be likely to seriously jeopardize trade negotiations.

Unfair Import Competition. Section 337 of the Tariff Act is amended by permitting the Trade Commission to make the final determination in cases of patent infringement. There is a one-year limit (18 months in complicated cases) for decisions to be made. In the past, the Tariff Commission has acted in an advisory role to the President, who made

the final determination for these cases. In addition, the Act provides an opportunity for defendants to raise legal and equitable defenses before the Trade Commission, for the Commission to consult with government agencies, and for access to judicial review by all affected parties. In determining whether to provide remedies, the Commission will consider the effect on the general health and welfare, on competition, and on consumers. The Commission is authorized to issue cease-and-desist orders or to exclude imports. The President may overturn Trade Commission decisions for policy reasons.

TITLE IV. TRADE RELATIONS, NON-MFN COUNTRIES

Extension of Benefits. The President is authorized to extend nondiscriminatory (Col. 1) tariff treatment to imports from countries not now receiving such treatment in return for appropriate benefits to U.S., provided such countries conclude a bilateral commercial agreement with the U.S. However, under the Act a nonmarket economy country not now receiving Most-Favored-Nation treatment (MFN)—i.e., all the Communist countries except Poland and Yugoslavia—is ineligible to receive nondiscriminatory treatment and may not participate in any U.S. Government program which extends credits, credit guarantees or investment guarantees unless the President determines that such country does not: deny its citizens the right or opportunity to emigrate; impose more than a nominal tax on emigration, or on documents required for emigration; or impose material taxes, fines or other charges on a citizen as a consequence of his desire to emigrate.

However, the President is authorized to waive the freedom of emigration requirements for an initial period of 18 months if he reports to Congress that the waiver will substantially promote the freedom of emigration objectives and that he has received assurances that the emigration practices of that country will substantially lead to those objectives. The President is further authorized to extend the waiver at the end of the 18-month period and every year thereafter, subject initially to an approving Congressional action and thereafter to disapproval.

MFN status, credits and guarantees may be prohibited if a nonmarket economy country does not cooperate with the U.S. in accounting for all U.S. personnel missing in action in Southeast Asia.

Bilateral agreements must be approved by Congress by a concurrent resolution. However, agreements concluded before enactment of the Act are subject only to disapproval. Agreements are to be limited to a period of three years, but may be renewed for additional three-year periods if a satisfactory balance of trade concessions has been maintained during the previous three-year period, and if U.S. trade concessions have been or will be adequately reciprocated.

Agreements. Bilateral commercial agreements must contain safeguards against market disruption, arrangements for settlement of commercial disputes, provisions for bilateral consultation, and, where the country is not a party to the Paris Convention for the Protection of Industrial Property, provisions for U.S. nationals to receive rights with respect to patents equivalent to those provided in the Convention. Each agreement, moreover, must be subject to suspension or termination for national security reasons. In addition, nondiscriminatory tariff treatment must be withdrawn whenever the country concerned is in arrears on its lend-lease debts to the United States.

Market Disruption. The Act provides separate provisions for import relief based on market disruption criteria with respect to imports from all Communist countries. Under the law, a person or group entitled to file can request the International Trade Commission to determine whether imports of a like or directly competitive article from a country receiving nondiscriminatory tariff treatment under this title are increasing rapidly either absolutely or relatively, so as to be a significant cause, or threat of material injury, to the domestic industry.

If the International Trade Commission finds that those tests are met, the President is authorized to impose import relief measures (additional duties, tariff quotas, absolute quotas, etc.) on a discriminatory basis against the products of the country or countries concerned. If the President finds that emergency action is necessary he may take temporary relief measures while awaiting the Commission decision.

Because of Czechoslovakia's failure to pay funds owed to U.S. citizens under awards rendered against that country by the Foreign Claims Settlement Commission, any bilateral agreement with Czechoslovakia extending nondiscriminatory tariff treatment must include a negotiation of the claims settlement. No gold may be released to Czechoslovakia until the claims settlement is approved.

Finally, an East-West Foreign Trade Board is established to coordinate and oversee the orderly development of trade with nonmarket economies.

TITLE V. GENERALIZED PREFERENCE SYSTEM

Under this title, the President is authorized to grant generalized tariff preferences to imports from developing countries for a period of ten years. The system consists of duty-free treatment for any eligible article imported directly from any country designated as a beneficiary country. The Act contains criteria for determining countries which may be designated as beneficiaries, and outlines procedures and criteria for determining duty-free products.

The law specifies that an eligible article must meet specific rules of origin to insure that the benefits accrue to the designated beneficiary developing country and not to developed countries through transshipment. In addition, certain limitations are imposed on preferential treatment. For example, duty-free preferential treatment may not be applied to any article from a beneficiary developing country if that country has supplied during any calendar year 50 percent of the total value, or over $25 million, of U.S. imports of that particular article, with provision for adjustment of this value indexed to U.S. GNP.

The Act prohibits the granting of generalized tariff preferences to any developing country which grants preferential treatment to the imports of another developed country ("reverse preferences"), if these have a significant adverse effect on U.S. commerce, unless the country provides satisfactory assurances that it will eliminate these preferences or their adverse effects on U.S. commerce before Jan. 1, 1976. Other criteria for exclusion of potential beneficiary countries include: membership and participation in OPEC or other cartel-like arrangements withholding supplies of vital commodities, nationalization of U.S. property without satisfactory compensation, failure to cooperate in control of international drug traffic, and failure to recognize arbitral awards favoring U.S. citizens.

Excluded from preferential treatment are selected import-sensitive articles such as textile and apparel items subject to textile agreements, watches, import-sensitive electronic articles and steel articles, footwear, and import-sensitive manufactured and semi-manufactured glass products.

TITLE VI. GENERAL PROVISIONS

In addition to conforming amendments and definitions, this title directs the President to submit a report to Congress each year on foreign drug traffic control. Immunity from treble damages and other antitrust penalties is granted to persons who participated in voluntary limitations of steel exports to the U.S. Compilation of comparable statistics on imports, exports and domestic production is required of the Secretaries of Treasury and Commerce, and the International Trade Commission. The Act states the sense of the Congress that the U.S. should enter into a trade agreement with Canada to establish a free trade area covering the two countries, and the President is authorized to initiate negotiations for such an agreement. Loans, guarantees and insurance on transactions with the Soviet Union in excess of $300 million must receive Congressional approval.

Joint Energy Research Ventures Sought Without Antitrust Risk

Commerce has called for proposals from American industry for a potentially trail-blazing "pilot" project to test whether companies could team up on vital but expensive energy research without undue peril of violating antitrust regulations.

The Department has pledged full organizational and advisory support to the proposed effort which could settle a controversial question pertinent to America's push to achieve energy independence.

Commerce General Counsel Karl E. Bakke announced a new thrust by the Department in its efforts to encourage maximum industrial participation in Project Independence.

The request was made at a recent government-industry seminar jointly sponsored by Commerce, through its Office of Science and Technology, and by the Industrial Research Institute (IRI.) The latter is the professional organization representing 223 American companies which together constitute the major portion of the total industrial research effort of the United States.

The conference, attended by some 300 industry and government officials, was designed to explore and possibly identify acceptable approaches to overcoming government, legal and policy barriers to cooperative energy research and development by both government-industry groups and conceivable temporary alliances of multiple private firms.

Many experts, both in government and the private sector, feel that only by such joint ventures can some of the potentially new or improved energy technologies be developed speedily, because of the high risk and large capital investment that would be involved.

But some industrial firms reported to Commerce Department advisors in recent months that they feel major barriers to such joint efforts are posed by such things as antitrust regulations and government patent policies—that is, patent policies affecting inventions resulting from government-supported private research.

The recent seminar was designed to bring out further details on such industrial fears and to allow a dialogue with government officials on possible ways for surmounting or minimizing the perceived problems.

Launched by a keynote address by Commerce Under Secretary John K. Tabor, the seminar was highlighted by these other developments, in addition to the proposal for the "pilot" project:

▸ Key industrial spokesmen cited specific "case histories" in support of their contentions that industry's fears of violating antitrust regulations and its concerns over government patent policies could provide road-blocks to joint research ventures of any kind. And some of them charged the government with costly foot-dragging on certain government-industry energy research projects in the past.

▸ Spokesmen for the Department of Justice countered with statements that while no blanket assurance could be given that energy-oriented alliances of industrial firms would be free of antitrust risk, it is very likely that such ventures could be so structured in advance that such risks could be avoided.

Assistant Attorney General Thomas E. Kauper declared that "if (would-be) participants in cooperative energy research and development projects secure the same quality of advice from their attorneys as is required from their technical advisors, antitrust uncertainty should not impede worthwhile projects."

▸ Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, and presiding officer of the seminar, said energy legislation now before Congress—if enacted to include certain modifications recently recommended by Senate-House conferees—could significantly ease what she has long termed overly-restrictive patent policies affecting inventions resulting from government-sponsored research. This bill has since been passed by Congress.

Dr. Ancker-Johnson, who also is chairman of the Government Patent Policy Committee, declared she has been striving for such modifications for many months, and she added:

"I am hopeful that the settlement which we reached with the Senate (conferees) will permit the full force of our private inventive capacity to be brought to bear in successful implementation of Project Independence.

"We have certainly come a long way from the (energy bill) drafters' provision which existed last September. The crucial question to me is whether we have come far enough."

▸ William Carey, vice-president of Arthur D. Little, Inc., and a member of the Commerce Technical Advisory Board (CTAB), voiced CTAB's confidence that, with proper built-in safeguards, joint research ventures could become realities with low risk of antitrust challenge.

"CTAB thinks," he said, "that we have enough to go on. It's going to be a muddy track—there's no question about that. But we think this horse can run."

Carey is the author of a CTAB-endorsed report suggesting that industry might be able to remain within antitrust regulations by planning joint ventures that would include such arrangements as:

- Multiple alliances—that is, two or more combines of companies operating independently of one another in a competitive research and development effort.
- Competition within a single alliance.
- Stressing basic research as distinguished from applied research.
- Including small or medium-sized firms as well as large ones in joint ventures.
- Making proprietary rights to patents and trade secrets developed during the joint research available—on a reasonable basis—not only to combine members but also to all qualified competitors.
- Including representatives of public interest groups as observers and participants in decision making by combine-companies.

The new call by the General Counsel's

INDUSTRY-GOVERNMENT SEMINAR—*Cooperative energy research and development was the concern of the conference attended by 300 industry and government officials. Commerce proposed a "pilot" project to test whether companies could team up on vital energy research without undue peril of violating antitrust regulations.*

office for some industrial firms to engage in a "pilot" joint venture was a direct outgrowth of the CTAB report.

Bakke put it this way:

"The CTAB statement is largely a statement of principles, and there is a need to test these principles in the real world. . . .

"We encourage interested companies to consider cooperative energy research and development efforts using approaches suggested in the CTAB paper.

"In seeking favorable advice under the Justice Department's Business Review Procedure, these companies would be assisted by the Department of Commerce in designing consortia that would be compatible with the antitrust laws.

Blueprint for the future

"Once a pilot joint enterprise is successfully under way, we will have what we hope will be a blueprint for future joint research and development that will find favor with—or at least not attract the disfavor of—the antitrust enforcers.

"It is our hope and expectation that some among you will propose a joint R & D effort. I recommend that in the early stages of your planning you notify the Secretary of Commerce in writing of your intention and include a brief description of the project. We will then select one or more of the proposals as models for a pilot effort and assign Department of Commerce personnel to work with you in developing an appropriately structured consortium that will meet the criteria for a favorable determination by the Department of Justice under its business review procedures."

Under Secretary Tabor, in his keynote speech, said that, in the energy problem, "the United States is facing one of the most difficult, but not at all insoluble, problems or challenges that it has ever had—a threefold challenge which is technological, institutional (policy-connected), and a matter of (the) political will . . . to take on this (energy) challenge and meet it and prevail."

Referring to the "political will" matter, Tabor declared:

"You have all read (historian) Toynbee. You all know that civilizations meet challenges from year to year, decade to decade. And (you know that) civilizations . . . decline . . . which confront a challenge but lack the will, lack the fiber, lack the ability to mobilize the brains and the institutions and the resources . . . to meet the challenge . . ."

Asserting that decline thus came to ancient Greece, and to Rome, Spain and England, Tabor added:

"(Now) . . . it is our hour . . . and we have a challenge to our will.

"There is no lack of material resources (in the U.S.) There is no lack of brains . . . There is no lack of money in the Treasury to get it done.

"But we can dibble and dabble and we can decide not to decide—and we will fail. Or, as Lincoln said, we can meet the challenge, we can disenthral ourselves, and we can save our country."

Dr. Robert Seamans, the recently-named Administrator for the new Energy Research and Development Administration (ERDA), declared in an unprogrammed address that, as he sees it, "really and truly the ERDA job is to look beyond 1985 out into the '90s and into the next century" as regards achieving a balance of energy supply and demand.

"Here," he said, "I won't go through a sort of a litany of the areas that need to be worked on, but clearly you (industry and government) want to work on every energy source that has potential and you want to look at every way we can conceive of conserving energy.

"I do want to emphasize that the conservation side is going to have a much, much stronger role to play in terms of dollars than the present budget would indicate that would be coming out for fiscal 1976.

"But there has not been time to put together a meaningful program and until there is a meaningful program there is no point in putting in the dollars."

He said that both government and industry would need to cooperate in ERDA's objectives. But he declared the task of developing commercially-useful energy delivery-systems would rest almost entirely with the private sector—and therefore ERDA would need to strategically gear its own contribution with that in mind.

That is, he said, "there is no point in the government having a lot of physical hardware development unless at the same time we can conceive of how it is going to pass over to, and be useful in, the delivery of energy or the improvement of the efficiency of energy in this country."

Government deterrents

Congratulating the Commerce Department for its role in arranging the seminar, Seamans said:

"When ERDA does come alive, I look forward to having similar kinds of meetings with industry to try out ideas and to get ideas as we go along."

Industry representatives who spoke of government-imposed "deterrents" to joint ventures included John Socolofsky, manager, Products Division, Mobil Oil Corp.; F. L. Cuthbert, principal investigator for the Industrial Research Institute (IRI); Philip C. White, general manager for research, Standard Oil Co. of Indiana; and Jason M. Salsbury, director of chemical research for the American Cyanamid Co.

Socolofsky said the seven-year-old, multi-million dollar Inter-Industry Emissions Control (IIEC) program—designed to achieve abatement of automotive vehicle pollution—has been "adversely affected by a number of legal constraints, uncertainties and delays" imposed by the

federal government which called for the program in the first place.

He said about a dozen American and foreign companies are engaged in the effort.

Cuthbert reported on an IRI survey—under Commerce Department contract—to study "legal and institutional barriers to industry participation in cooperative research and development" as perceived by IRI's 223 U.S. member-companies.

Declaring 105 of the 223 firms reponded to a questionnaire, Cuthbert said 80 percent of them considered such "constraints" as antitrust regulations and government patent policies "to be a problem in conducting cooperative R & D."

He added that "this concern has a real impact on their R & D planning and their consideration for engaging in cooperative R & D, either with other companies, or in joint industry-government programs, or programs on an international scale."

White charged the Interior Department's Office of Coal Research (OCR) with having occasioned—until very recently—"delays or wasted motion in connection with an ongoing $80 million industry-government research venture called the "H-Coal Project."

Promising processes

The latter involves research on a process for converting coal into either a synthetic crude oil or a heavy liquid fuel—and White said it is one of six currently promising processes for eventual commercialization in the coal-conversion area.

Salsbury said his firm—American Cyanamid—has a long history of assisting in major government research projects, and he declared the company believes it could make valuable and diversified contributions to Project Independence.

But he said he had been forced to recommend, in mid-1974, that the firm not participate in Project Independence "due to the restrictive patent policies in the Congressional legislation being considered at that time."

However, Salsbury noted that a Senate-House conference committee had recently recommended what he termed "a modified and liberalized policy," and he added:

"These revisions are much more reasonable and we can live with them. If the (energy-related) law that finally passes embodies these improvements, I would seriously reconsider my recommendation concerning participation in Project Independence."

In off-the-cuff remarks during a question and answer period, Deputy Assistant Attorney General Keith Clearwaters summed up the Justice Department's views on the antitrust question.

He said industrialists and other businessmen are incorrectly inclined to view antitrust laws as being overly complex—

CONSULTANT SPEAKS—*William Carey, vice president of Arthur D. Little, Inc., told the seminar of methods by which industry might be able to remain within antitrust regulations in its planning of joint ventures.*

indeed, he said, "as being somehow a mixture of theology and mysticism."

"They are not that complex," he said. "They are simple kinds of rules of conduct that this country has decided should be the standard of and for the American businessmen.

"Are joint ventures (always) illegal? The answer is no.

"Are they never illegal? The answer is no.

"They are sometimes illegal from the standpoint of common sense. . . ."

Clearwaters added:

"I don't think we really need a change in the law. I think what we need is a continual process of education of American businessmen, not only by people like me in the public sector, but by their own lawyers—to tell them when certain joint ventures are legal and to go ahead.

"There are many that have been approved by the Department of Justice under Business Review procedures. . . .

"So I suspect that much of the problem, in terms of impediments . . . (to) . . . joint R & D in the energy area, is really a problem of acquainting oneself with what the legal standards are. . . ."

Dr Bruce Robinson, executive director of CTAB and one of the chief organizers of the seminar, said in appraising the meeting:

"The true measure of the success of the seminar will be industry's response to General Counsel Bakke's offer of Commerce Department help."

SEMINAR PARTICIPANTS—*Seated on the dais at the State Department are various government and industry speakers who helped to define the problems in this nation's drive to achieve energy independence. Industry spokesmen accused government of foot-dragging.*

Energy Management Digest

INTERNATIONAL TEAMWORK...The need to develop a framework of consumer country cooperation was highlighted by the lack of coordination that characterized the industrialized countries' responses to the oil embargo of last winter. Efforts to develop such a framework were initiated at the Washington Energy Conference of February 1974, which established a twelve-nation Energy Coordinating Group charged with developing an international action program to deal with the world energy situation on a cooperative basis. The International Energy Program, signed in Paris on November 18 by 16 OECD countries accounting for over 80 percent of world oil imports, was the product of this group. Internationally agreed limits on the oil imports of each participant during possible future supply emergencies have been established on an agreed basis. This should help to mitigate the possible price consequences of future supply disruptions if each nation acted on its own.

STRUT YOUR STUFF...U.S. firms specializing in solar energy products and technology are invited to display their products in the very sunny Dominican Republic this March. The American Embassy in Santo Domingo is joining with the Association of Industries of the Dominican Republic in recruiting exhibitors for the March 17-21 event. The Association of Industries' building in Santo Domingo, site of the show, features indoor and outdoor exhibition space and a 326-seat auditorium with 35mm slide and 16mm sound motion picture capability. For further details contact Michael Skol, Commercial Attache, American Embassy, APO New York 09899. Telephone in Santo Domingo: 682-2171. Telex ITT: AMEMB 3460013.

SURVEYING 22,000 OPERATORS...The Federal Energy Administration is asking operators of the nation's oil and gas fields to furnish detailed information on their activities. In a survey mailed to some 22,000 oil and gas operators in late December, the FEA requests data from the operators on the amount of oil and gas originally in place in discovered fields; the volume of proved reserves remaining; production rates over the last five years; and current production capacity. The survey is part of FEA's mandate under the Federal Energy Administration Act of 1974, which requires that it provide to the President and Congress by June 1975 a complete and independent analysis of U.S. oil and gas reserves, resources, and productive capacity. Besides the survey questionnaire, FEA's analysis will include an audit of the survey responses; special reservoir engineering studies of reserves and capacities in selected fields; and an estimate of remaining, but as yet unproved, oil and gas resources in the United States. Copies of the questionnaire are available from FEA, Code 2899, Washington, D.C. 20461.

NON-PRODUCT COSTS REDEFINED...FEA recently announced three changes in its petroleum pricing regulations dealing with "non-product costs"--increased expenses other than the cost of crude oil which are incurred in refining petroleum products, and which refiners may later pass on to purchasers. One amendment specifies that crude oil used to fuel a refinery's boilers is a non-product cost. The second adopts additional new, specific categories of non-product cost increases which the refiners may use to justify their price increases. The third eliminates the previous requirement that refiners notify FEA in advance of their price increases to reflect their increased expenses. FEA said that refinery fuel costs will be treated as non-product cost increases. The Agency added that the change will apply to all refinery boiler fuels--whether or not they are derived from crude oil.

IMPACT COMMITTEE'S ACTIONS...The Lifeline Rate Concept, which would guarantee rate payers a specific amount of electricity at a specific rate, was discussed at the Federal Energy Administration's Consumer Affairs and Special Impact Advisory Committee meeting on December 19. The Committee also discussed the Energy Stamp Feasibility Study currently being conducted by the FEA and the Department of Health, Education, and Welfare. Other topics included energy conservation and the socio-economic impacts of Project Independence. The Committee was chartered to advise the FEA in planning, developing, and evaluating programs and policies which could alleviate the energy-related problems of the American consumer.

Industrial Trade Associations Joining Systematic, Voluntary Energy Conservation Program

"One of these days we're going to have to get organized," is a constant cry. As far as the U.S. energy crisis is concerned, that day has come. . . . and Commerce is ready.

A systematic program has been developed in the Department of Commerce aimed at organizing industries for an all-out effort to conserve energy on a voluntary basis, and to use energy more efficiently.

It begins with a series of meetings at which Department officials request trade association representatives and industry leaders to take the initiative in organizing their industries' energy conservation programs, and meet specific deadlines on various phases of this process.

Although many firms have already instituted effective energy management programs, it is generally recognized that the results of their efforts should be communicated to the American public. By organizing energy management programs on an industry-wide basis, with the trade associations serving as a link between individual firms and the government, both energy-saving efforts and public awareness of these efforts should be enhanced.

The objective is to set up a definite plan of action, involving follow-up procedures, to help achieve two goals fundamental to U.S. energy policy: the immediate goal of curtailing oil imports by one million barrels a day by the end of 1975, and the longer-term goal of a 15 percent improvement in the use of energy by U.S. industry by 1980, as compared with 1972.

The first meeting, held recently in the Commerce Department, included representatives of the American foundry industry.

The association representatives and industry leaders were asked to take the following actions by the deadlines specified:

- By January 6, appoint an energy management contact within each industry group, and establish an energy management committee made up of an appropriate cross-section of industry people.
- By January 13, outline the base period energy consumption and production information available, and define energy and production terms and design an energy use survey.
- By January 20, begin to test the survey through at least the firms represented on the committee.

This general format will be followed in meetings to be held with representatives of at least 30 industries, on a basis of more than one a week.

"The order is being worked out," says Robert E. Shepherd, acting deputy director of Commerce's Bureau of Resources and Trade Assistance. "We are trying to get as fast a turnaround as we can."

Following the initial meeting with the foundry and related groups, sessions were held with the Motor Vehicle Manufacturers' Association and the Rubber Manufacturers' Association. Meetings are scheduled for early January with the sugar, metal can, and electrical appliance manufacturers.

The energy-conservation efforts sought in these meetings supplement those undertaken in a series of sessions with ten major energy-consuming industries initiated earlier by the Federal Energy Administration and the Department of Commerce. These covered the chemical, steel, paper and pulp, aluminum, cement, copper, glass, bakery products, and meat-packing industries.

Some of the industry spokesmen commented on the reporting requirements that the government already imposes on industry. One industry official said his company was developing "reporting cramps," that reporting requirements were quite a burden, and that he had never seen more

Industry Polled On Energy Savings

Apart from the meetings with industry groups, Secretary of Commerce Frederick B. Dent has sent 400 major energy users, representing a cross-section of large industrial and chemical enterprises, a telegram asking for information on their energy savings.

"Energy conservation is an essential national goal," Dent said. "The business community must contribute its fair share to this goal.

"The effectiveness of the voluntary efforts of the business community must be demonstrated in clear terms if we are to be able to maintain voluntarism as a keystone of our conservation program. To do this, I would appreciate your advising me of the results of your company's energy conservation efforts by reporting to me:

"By what percentage did your company make savings in its consumption of energy in 1973 as compared with 1972, adjusted for output changes?

"By what percentage has your company made savings in its consumption of energy so far in 1974 as compared with 1973, adjusted for output changes? (Use first nine months.)

"How much of these savings do you attribute to improved efficiency in the use of energy per unit of output? How much to other causes?

"I would like to use the information which you and other businessmen report to me to show that American business has risen to the challenge of the present situation in inaugurating and implementing effective programs to conserve energy.

"I would appreciate having the information on your company within a week. In return, I will advise you about the aggregated data."

An overwhelming majority of the recipients of the telegram have replied. The Office of Energy Programs is compiling and analyzing the results, and a report will be prepared to inform government officials, industry people and the public of the overall results. A preliminary scanning of the replies suggests that the business community is already in an energy conservation mood.

reporting than had been required of his company in the last six months.

Some representatives commented that government programs at times work at cross purposes, since on the one hand industry is called upon to save energy and on the other directed to adopt clean air and water standards, or is subjected to other requirements that involve greater use of energy and increased capital investment.

Moreover, they said, states and communities often impose standards that conflict with those of other states and communities, and that are more rigid than those imposed by the U.S. Environmental Protection Agency. They emphasized that the situation requires establishment of priorities and cooperative action among federal, state, and local agencies.

Several industry leaders observed that as industry moves to achieve environmental standards, the problem becomes more difficult. One spokesman said: "We can kill the rat without a great deal of trouble, but getting rid of the tail is a big problem. In other words, we can come up to 93 percent of perfection, but achieving the last 7 percent is tough."

Need for data seen

Secretary Dent has been stressing the need for the business community not only to do its share in energy conservation, but to develop and provide data which would make clear to all branches of the government and the public the progress that is being made. He attended several of the meetings, expressed sympathy with the industry viewpoint on environmental requirements, and said the whole question of these standards is under review. He recalled that they were adopted at a time when energy use was not an issue.

The program emphasizes voluntary action to achieve its energy goals, but industry leaders are reminded that, if voluntary measures are not successful, proposals for some type of restriction on energy use seem certain to follow.

Shepherd says the chief purpose of recruiting the trade association spokesmen is to enlist their support "in developing a reporting system for their industries which accurately reflects the energy programs undertaken by individual firms.

"We want to work with them and help them in their conservation efforts," he adds. "For this reason, we want to set up mutual contacts with the various associations, have industry-wide committees established representing a cross-section of the industries, and create reporting systems which will keep current on what companies are doing to conserve energy.

"Energy conservation will have to be a critical part of a long-range energy program, and from the standpoint of government action it is rapidly becoming the paramount short-term energy item.

"We are being asked to justify voluntary action as an approach to the problem as contrasted with mandatory controls. We feel very strongly that voluntary effort should be given a good, fair try, and we would like to make clear to the American public that businessmen are responding to the challenge."

Reporting systems, he explains, are necessary if the government is to properly evaluate progress in the business sector. Reporting, he says, should be on a monthly basis if at all possible, pointing out that Commerce Secretary Dent is being asked every day how much energy is being saved.

Shepherd points to the monthly reporting system developed by the textile industry as a model that industry generally could adopt. A more detailed system prepared by the aluminum industry offers helpful suggestions, he says, but calls for reports only every six months. He emphasizes that the urgency of the situation does not permit six-month intervals. Perhaps the best reporting system, he adds, would include the textile industry framework and some of the aluminum industry detail.

"The real objective," he says, "is to get individual firms to improve their efficiency in energy use.

"I believe that if the chief executive officer of a firm will raise energy management to high priority, do a good energy audit, and create employee awareness of the need to conserve energy, he will achieve substantial savings."

He is hopeful that in the next few weeks effective reporting systems will be developed and placed in use by major industries that use large quantities of energy.

Shepherd says he believes industry can show substantial progress in energy conservation since 1972.

If a mandatory controls program is adopted, he warns, "there is no way whereby we come out of it in an equitable fashion."

If the public is restricted on gasoline consumption, the major soft area in energy use, he points out, questions will doubtless be raised as to why industry is allowed to get the energy it needs to operate, although obviously if it did not there would have to be employee layoffs.

Shepherd observes that energy conservation is practically the only way to meet the energy problem, at least in the short term, since any appreciable increases in domestic production of crude oil or natural gas are not in prospect in the immediate future, and the coal strike has affected the production of coal.

As a measure of the difficulties in the situation, industry spokesmen are given figures showing the sharply escalating demand for energy in the United States, as evidenced by the fact that in 1974 U.S. payments for imported oil alone were about $17 billion more than they were in 1973.

Achieving the one million barrel a day reduction in oil imports, Shepherd points out, obviously will become more difficult as the economy recovers.

Report Maps Population Centers For All U.S. States, Counties

How close are you to being right in the middle of things? Is your market moving away from you? A new Commerce report will tell you.

Centers of population for all 50 states, the more than 3,000 U.S. counties, and the District of Columbia have been computed by the Bureau of the Census.

The report has a set of maps showing the locations of centers of population in the states and tables providing the longitude and latitude of the county centers of population.

The center of population is the point at which an imaginary flat, weightless and rigid map of an area would balance if weights of identical size were placed on it so that each weight represented the location of one person at the time of a census.

The centers of population shown in the new Bureau report are based on the censuses of 1950 and 1960 as well as of 1970, so that their movement during 1950-70 can be charted.

From 1950 to 1970, the center of population in eight states moved north; in seventeen states it moved south; in seven it moved east, and in nine it went west. Nine states and the District of Columbia showed no strong directional trend.

The movement of the center of population in many states contrasts with the historic westerly and somewhat southerly movement of the U.S. center.

The state with the largest 1950-70 movement was Nevada. From 1950 to 1960, it moved 41.2 miles and from 1950 to 1970, 71.8 miles. Florida showed the second largest movement and Rhode Island the smallest 1950-70 change.

The states which show the greatest change of direction in location of their center of population over the last two decades are Arizona, Arkansas, Connecticut, Indiana, Kansas, New Jersey, Ohio, Oklahoma and Vermont, the report said.

Copies of *Centers of Population for States and Counties* are available for $2.20 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major U.S. cities.

Industry Highlights

Shipyards Expect Steady Growth To Continue In '75

The U.S. shipbuilding industry is expected to continue its steady growth of the past several years. A strong market for commercial energy-related vessels together with naval construction programs assure sound prospects for 1975, according to the Maritime Administration's Roy R. Moffett.

The value of work performed in privately-owned U.S. shipbuilding and repair facilities is expected to total approximately $4.5 billion in 1975, an increase of 7 percent over 1974. Since 1970 there has been an average annual increase of 12.2 percent in the value of work done, and 3 percent in the employment level. The pace is expected to continue, with the demand for fuel making the outlook for the construction of tankers, liquid natural gas carriers (LNG's) and oil drilling rigs promising.

As of Jan. 1, 1975, 65 naval vessels and 81 merchant ships were under construction or on order in private U.S. shipyards. Compared with a year earlier, the January 1 backlog of merchant ships showed a decrease of eight vessels, but a net increase in contract value of $346 million.

The American shipbuilding and repair industry includes nearly 400 facilities, of which only 25 are considered adequate for the construction of larger oceangoing vessels. These 25 shipyards employ approximately 90,000 people, or about 61 percent of the total work force in all commercial yards.

Merchant Marine Act's role

Commercial shipyards have experienced a significant growth since passage of the Merchant Marine Act of 1970, which provided for a greatly expanded construction differential subsidy program, a liberalization of eligible vessels for subsidy assistance and mortgage insurance, and an increase in the ceiling for government insured mortgages.

Contract totaling $3.1 billion for construction of 59 new ships of 6.3 million dead-weight-tons (d.w.t.) and for conversion of 18 existing ships have been generated by the Act.

Since 1970, more than $371 million has been spent on capital improvements, and plans call for an expenditure of another $350 million. The current and proposed expenditure programs include an active research and development program aimed at generating a higher level of productivity through increased technical competence. Productivity levels have already increased, as evidenced by the continuing decrease in construction subsidy rates over the past few years.

The Maritime Administration will continue its cost-sharing research programs with American shipyards to increase productivity further through the introduction of advanced production methods, automation, new capital equipment, improved ship designs, and improved worker proficiency. The primary objective of these programs is to improve the worldwide competitive position of the American shipbuilding industry.

Series production

The Merchant Marine Act also permitted direct negotiations between the shipyard and the customer, as is done throughout the world and in other businesses in the United States. Consequently, the shipyard can design and market the product best suited for its unique facilities, which could result, over the long run, in the lowest cost for that product. Since the cost-per-unit usually decreases as the number of units produced increases, the shipyard could engage in series production of a uniform product on consecutive orders from one or more ship owners.

Since the passage of the 1970 Act, all contracts between ship owners and shipyards have been conducted by direct negotiation. As a result several standardized designs have been marketed under the series production concept. Series production of standard tankers has been established in four shipyards, with a fifth beginning a series of 390,000 d.w.t. tankers this year.

The shipbuilding industry weathered the energy crisis with only minor delays in production. More serious is the worldwide high demand for steel mill products, which has resulted in delayed shipments and short supplies. The shipbuilding and repair industry has been particularly hard-hit because the low profit on plate steel suitable for shipbuilding use creates little incentive to increase production. Further, steel mills have resorted to an allocation system based on previous consumption levels, and since the shipbuilding industry is expanding, allocations based on past consumption are too small to maintain planned production schedules.

Under certain conditions, where ship construction is directly related to the national defense, a priority rating may be authorized to assist in assuring timely delivery of the construction material.

The Navy continues to utilize more than 50 percent of the two critical resources of U.S. shipyards, production labor and building positions. In contract value of backlogged work, however, commercial shipbuilding is now at parity with Navy work.

Current Navy construction is concentrated in three major shipyards, whereas the major private work is distributed throughout the nation in 16 shipyards.

Twenty-six new large merchant ships are scheduled for delivery in 1975, including 16 tankers, three very large crude carriers (VLCC's), three Great Lakes bulk carriers, two roll-on/roll-off vessels (RO/RO's), one LASH ship, one LNG carrier, and one tug-barge.

Energy-related construction

Since the United States utilizes more energy than any other nation, reliance on fuel imports in the near term will continue, even with the recent emphasis on the development of domestic fuel supplies. A heavy burden will fall on the shipbuilding industry to supply both the means of transportation and the equipment and technology to develop the offshore resources. Completion of the Trans-Alaskan Pipeline System will require construction of a number of tankers for transshipment of oil to other parts of the nation.

A strong market will continue to exist for the large tankers which have come into vogue in the past few years. Consrtuction of the VLCC's and ultra-large crude carriers (ULCC's) will be sustained in an effort to exploit the economies of scale derived from these giant vessels.

Top growth area

Perhaps the area of most rapid growth lies in the construction of offshore oil drilling rigs. Exploration and development of the oil fields on the Continental Shelf will require a continued rapid development of this sector of the industry.

The Federal Government has authorized an increase in leasing at the rate of ten million acres per year by 1975. With this extraordinary development, the demand for drilling rigs has been substantial. Availability of offshore drilling rigs is likely to be a critical bottleneck in attaining the proposed level of offshore exploration and development.

As of Nov. 15, 1974, there were 59 offshore mobile drilling rigs under construction or on order in U.S. shipyards (including letters of intent), with a total contract value of approximately $1.3 billion. A substantial increase in drilling rig production is predicted for 1975, although potential shortages of steel could be an important constraint.

Merger/Acquisition Movement Seen Centering In Manufacturing Area

Just how strong has the recent merger and acquisition movement among American corporations been?

A basic study of acquisitions of one business by another or the merging of two or more businesses over the four-year period from 1967 through 1971 has just been issued by Commerce's Bureau of the Census.

The report, in two parts, shows that a total of 702 large multi-unit companies acquired a total of 2,493 other companies during that period. Some of the businesses acquired by the large companies were "whole-company" while the others were "partial-company" acquisitions. The large companies acquired a total of 18,128 establishments—16,305 of them in whole-company and 1,823 in partial-company acquisitions.

Merger and acquisition activity was dominated by manufacturing, doing both much of the acquiring and accounting for a substantial portion of the acquired firms. While manufacturing establishments made up only 24 percent of acquired establishments, they accounted for 60 percent of all acquired employment. On the other hand, retail trade establishments accounted for 40 percent of acquired establishments and 17 percent of acquired employment.

Data on individual firms may not, by law, be divulged, but aggregate data for firms classified in various manufacturing and business categories are published. The report shows, for example, that, during the 1967-71 period seven machine tool manufacturers acquired 114 other companies with 524 establishments and 45,698 employees.

Of these employees, 5.7 percent worked for companies previously classified as machine tool manufacturers, and another 8.1 percent worked for other machinery manufacturers.

The report consists of two parts: Part 1 concerns acquisitions made by large multi-unit companies over the four-year period and stresses the industrial relationships between the acquiring companies and the acquisitions; Part 2 deals with large manufacturing establishments acquired by other companies during each of the years 1968, 1969 and 1970, and examines both the industrial and geographic relationships between the acquired establishments and their acquiring companies.

The first report on mergers and acquisitions was published in 1971 and covered 1967.

Order *Mergers and Acquisitions 1967-71* (ES20(74)-4) from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce district offices. Price of the 278-page book is $5.

213 Million Americans

The United States began 1975 with an estimated population of 213,203,059 persons, the Bureau of the Census says. This was the Bureau's estimated total for midnight, January 1, 1975.

During 1974, the net gain in population was estimated to be 1.6 million compared with 1.5 million during 1973 and 1.6 million in 1972. The largest net annual increase ever recorded was 3.1 million in 1956. The rate of gain during 1974 was 0.7 percent, the same as during 1973. During 1947-61, the annual rate of gain ranged from 1.6 to 1.8 percent.

The net gain resulted from about 3.2 million births, 1.9 million deaths, and 360,000 added by net immigration.

Lowered Rate of U.S. Home Entertainment Imports Continues

The downturn in U.S. imports of home entertainment audio and video products, which began at the outset of 1974, continued through the third quarter.

Despite the decline in quantity, Commerce's Domestic and International Business Administration reports that higher prices boosted the overall value of imports for the first nine months of the year by almost 2 percent, to $1.42 billion.

Imports from Japan, the leading supplier, declined in value as well, making a $98 million drop to $778 million for the first three quarters of the year. The downturn in Japanese shipments is due mainly to continually rising production costs which have impaired the competitiveness of Japanese goods compared to those of other Southeast Asian nations.

Japan's manufacturers have compensated for reduced exports of domestically-produced goods by the continued expansion of exports from their subsidiaries in Taiwan, Hong Kong, South Korea and Singapore.

U.S. imports from these countries totaled $482 million, a 27.4 percent increase over the $378 million shipped during Jan. -Sept. 1973.

Despite declining U.S. auto sales, unit imports of auto radios rose by more than 16 percent to $3.7 million. The biggest gainer in this category was Brazil, whose shipments of 966,000 units represented a 290 percent jump over 1973. Imports from Canada, the leading foreign supplier, increased 11 percent to 1.36 million units. The 1.5 million units from Japan represented a 320,000-unit drop.

Among color TVs, which represent about 80 percent of the value of U.S. domestic output of consumer electronics items, Jan.-Sept. imports totaled 1.02 million units valued at $189 million. This represents a 3-4 percent decline. A drop of almost 83,000 units from Japan was largely offset by an increase of 51,000 from Taiwan, Korea and Mexico.

There were also drops in the number of imported radio-phonograph combinations (down 65 percent), home radios (down 15 percent), tape recorders and players (down 11 percent), and black and white TVs (down 5 percent).

More detailed home entertainment product import statistics are available upon request from the Industrial Product Division, Office of Import Programs, Bureau of Resources and Trade Assistance, U.S. Department of Commerce, Washington, D.C. 20230. (202-967-5318.)

Ferrous Scrap Export Lids End

Secretary of Commerce Frederick B. Dent removed all ferrous scrap export control quotas and licensing requirements.

The Secretary stated that shortages and serious inflationary impact caused by foreign demand are required in order to impose or retain export controls in short supply situations. Dent noted that the current world and domestic economic downturn had resulted in reduced domestic and foreign demand.

He stated that recent surveys have indicated that inventories have returned to more normal levels. Prices have dropped considerably in the past two months and returned to levels of a year ago.

"Ferrous scrap and certain petroleum products are the only commodities under quantitative export controls today. The legal requirements for export controls on ferrous scrap in a short supply situation are no longer present. It is vital that we keep our economy as free as possible. I therefore have directed termination of the ferrous scrap export control quotas and licensing requirements effective as of midnight December 31."

The Secretary has directed the Bureau of Domestic Commerce to observe daily scrap prices by regions, as published in Trade Journals.

Proposed Labels For Refrigerators, Freezers Can Save Cash, Kilowatts

Proposed specifications for energy labels for refrigerators, combination refrigerator-freezers, and freezers have been announced. The specifications will govern the contents of labels attached to each appliance, showing its energy consumption.

The proposals for household refrigeration appliances mark the second major appliance group to be labeled under the Department of Commerce's voluntary Energy Conservation Labeling Program. The first energy labels appeared on room air conditioners early this year.

"By purchasing the most efficient units," Commerce Secretary Dent said, "consumers will not only save on their utility bills but they will also help ease the demand on the nation's energy supplies." He emphasized that these proposals and previously issued voluntary specifications for room air conditioners could become part of similar mandatory legislation now under consideration for submission to the 94th Congress.

The proposed specifications describe procedures for testing and labeling household refrigerators and freezers. Information on the labels will permit consumers to compare the efficiency of a given refrigerator or freezer with similar models and the monthly cost of energy to operate the appliance.

Manufacturers, retailers, consumer groups, and others are invited to participate in the development of final specifications by submitting, before mid-February, written comments or suggestions in four copies to the Assistant Secretary for Science and Technology, U.S. Department of Commerce, Room 3862, Washington, D.C. 20230.

The proposed specifications were developed by the Commerce Department's National Bureau of Standards in consultation with the Council on Environmental Quality, the Environmental Protection Agency, the Federal Energy Administration, the Office of Consumer Affairs, and the Federal Trade Commission. Manufacturer, retailer, and consumer groups were also consulted.

Radar School Will Train Great Lakes' Seamen

Shipping safety on the Great Lakes should get a strong boost from a new radar school for seamen operating on the Lakes.

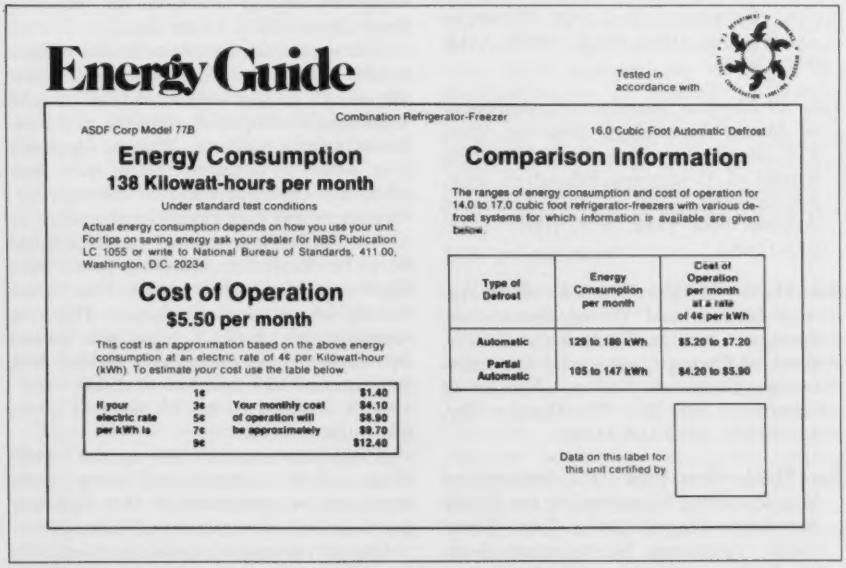
Commerce's Maritime Administration will establish a regional Radar Training Facility in Toledo, Ohio, to serve the Great Lakes area. Present plans call for the school to be operational by February.

The school will be staffed, by MarAd and Coast Guard personnel, in keeping with the two agencies' joint program to improve the qualifications of crews for U.S. merchant vessels. All qualified seamen—union, non-union, civil service, military, and railroad employees—will be eligible to attend the course, which will include radar collision avoidance, gyro compass, and Loran training.

The school is designed to provide adequate training for all seamen at a fair and reasonable cost to insure the safe operation of U.S.-flag merchant ships. There are waiting lists to attend the three other regional radar schools in New York, New Orleans and San Francisco.

The success of the earlier schools prompted Maritime, nearly two years ago, to plan the establishment of additional facilities. Toledo's geographic location in the center of the Great Lakes and adjacent rivers makes it an ideal site.

To encourage industry participation in maritime training and R&D programs, the Maritime Administration intends to enter into a lease arrangement with District 2 of the Marine Engineers Beneficial Association-Associated Maritime Officers. The new radar training facility will be located in MEBA-AMO's Toledo school building, where courses are now offered in navigation, engineering, first aid, and other areas. Plans call for the curriculum to be expanded to include marine pollution abatement and firefighting programs.


Energy Guide
Tested in accordance with
Combination Refrigerator-Freezer
ASDF Corp Model 77B
16.0 Cubic Foot Automatic Defrost
Energy Consumption
138 Kilowatt-hours per month
Under standard test conditions
Actual energy consumption depends on how you use your unit. For tips on saving energy ask your dealer for NBS Publication LC 1055 or write to National Bureau of Standards, 411.00, Washington, D.C. 20234
Cost of Operation
$5.50 per month
This cost is an approximation based on the above energy consumption at an electric rate of 4¢ per Kilowatt-hour (kWh). To estimate your cost use the table below.
If your electric rate per kWh is
1¢ 3¢ 5¢ 7¢ 9¢
Your monthly cost of operation will be approximately
$1.40 $4.10 $6.90 $9.70 $12.40
Comparison Information
The ranges of energy consumption and cost of operation for 14.0 to 17.0 cubic foot refrigerator-freezers with various defrost systems for which information is available are given below.
Type of Defrost
Energy Consumption per month
Cost of Operation per month at a rate of 4¢ per kWh
Automatic
129 to 180 kWh
$5.20 to $7.20
Partial Automatic
105 to 147 kWh
$4.20 to $5.90
Data on this label for this unit certified by

PROPOSED LABEL—*This is what shoppers may see affixed to combination refrigerator-freezers in the near future. The proposed labels on household refrigerator appliances, which are designed to help consumers figure in the energy costs of operating their appliances, have been submitted to retailers, manufacturers and consumer groups for comment.*

Federal Agencies Briefed On Automated Checkout

The potential cost-saving benefits of automated grocery checkout and the Universal Product Code, a bar code already visible to consumers on almost half of the labels of grocery products being purchased today, were emphasized at a recent interagency briefing sponsored by the U.S. Department of Commerce.

The briefing was conducted on behalf of the food industry by Clarence Adamy, president of the National Association of Food Chains, and Thomas Wilson, a director of McKinsey and Co., who was the principal consultant in developing the Universal Product Code system. Adamy heralded the new automatic checkout as "the food industry's major effort to increase productivity and efficiency at the supermarket, which would ultimately have a downward pressure on food prices."

The presentation covered the development of the Universal Product Code and scanning systems and the advantages to manufacturers, wholesalers, retailers and consumers that are expected from these technological developments in supermarketing: quieter stores, quicker checkout and generally more efficient operations.

Representatives of eleven federal agencies attended. Their specific interests covered a wide range, including use of the system in military commissaries, the generation of statistical data, protection of the consumer, impact on productivity, and the application of technology.

Latest Migration Data Indicate Larger Cities Are Losing Favor

The bigger they are, the less they're growing. In fact, residents of the nation's 15 largest metropolitan areas are leaving town faster than newcomers are moving in.

Commerce's Bureau of the Census estimates that, during 1970-73, the 0.1 percent population growth rate in these areas of more than two million population was due entirely to a surplus of 1.23 million births over deaths, offsetting a 1.16 million net migration loss.

Net migration consists primarily of net internal migration, but also includes net immigration from foreign countries and outlying areas and net returns from abroad of military personnel and other citizens.

The large SMSAs were the only ones experiencing a net migration loss. The second largest category, those with populations of one to two million, had the largest gains in both net migration, 2.4 percent, and population, 5.2 percent.

For SMSAs as a whole, the net immigration gain was 0.3 percent and the population growth was 2.8 percent, whereas the figures for non-metropolitan areas were 2.2 percent and 4.3 percent.

Major changes which the Census Bureau report noted among the rankings of the major metropolitan areas included Chicago and Los Angeles exchanging places, as the Windy City regained its position as the nation's second most populous.

Dallas-Fort Worth became the only new entry among the top ten, jumping past St. Louis (now 11th) and Pittsburgh (now 12th). Texas' other metropolis, Houston, vaulted past three other cities into 13th position.

Other notable changes included Fort Lauderdale-Hollywood, Fla., 61st to 52nd; West Palm Beach-Boca Raton, Fla., 95th to 86th; Albuquerque, 102nd to 94th; Austin, 107th to 95th; and Colorado Springs, 139th to 124th

The report lists 265 SMSAs in alphabetical order, and shows populations of their constituent counties. For each, the provisional estimate of July 1, 1973, population is given, along with the July 1, 1972, estimate, the April 1, 1970 census figure, and the change from 1970 to 1973 in number and percent, with components of change (births, deaths and net migration).

Copies of *Estimates of the Population of Metropolitan Areas, 1973*, Series P-25, No. 537, are available for 75 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce district offices.

Calendar For Businessmen

Jan. 12-17—Dallas—Winter Homefurnishings Market, Dallas Market Center. For information, Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207. (214-748-6832.)

Jan. 12-17—Tucson—Basic Industrial Development Course, Univ. of Arizona. For information, Kent Alexander, College of Business and Public Administration, Univ. of Arizona, Tucson. (602-884-1252).

Jan. 13-17—Chicago—National Housewares Exposition, McCormick Place. Contact National Housewares Manufacturers Assn., 1130 Merchandise Mart, Chicago, Ill. 60654. (312-644-6363.)

Jan. 14-18—Atlanta—4th Southeastern Tool & Manufacturing Exposition and Engineering Conference, Atlanta Convention Hall. Sponsor: Society of Manufacturing Engineers. For information, SME, 20501 Ford Road, Dearborn, Mich. 48128. (313-271-1500).

Jan. 15-16—Austin, Tex.—Water Management by the Electric Power Industry, Eighth Water Resources Symposia Series, Univ. of Texas. For information, College of Engineering, Univ. of Texas, Austin. (512-471-3506).

Jan. 16—New York—Financial and Economic Outlook for 1975, McGraw-Hill Bldg. Sponsors: Kent Econometric Assoc., and Comshare, Inc. For information, Comshare, Inc., 900 Wolverine Tower, Ann Arbor, Mich. 48106. (313-994-4800).

Jan. 20-22—Los Angeles—Fundamentals of Metals Technology, Sheraton West. For information, New York University School of Continuing Education, N.Y. Management Center, 360 Lexington Avenue, New York, N.Y. 10017. (212-953-7266.)

Jan. 21-22—Morgan City, La.—Fifth Annual International Diving Symposium. Sponsors: Marine Technology Society, Assn. of Diving Contractors. For information, L. Wilson Trahin, Chamber of Commerce, P.O. Box 709, Morgan City, La. 70380. (504-384-3830).

Jan. 22-24—New York—Fundamentals of Manufacturing Management for Newly Appointed Manufacturing Line Supervisors, American Management Assn. Headquarters. Sponsor: AMA. For information, Ron Hermone, AMA, 135 West 50th St., New York, N.Y. 10020. (212-586-8100).

Workshop Seeks Means To Stem Black Land Loss

One of the major springboards for potential minority gains has been extensive land ownership by blacks . . . if they can hold onto it, that is.

A recent workshop at Duke University explored ways of halting what experts are calling an alarming depletion of minority-owned land that has been under way the past two decades.

The workshop, jointly sponsored by the Duke University Institute of Policy Sciences, the Emergency Land Fund, and Commerce's Office of Minority Business Enterprise, sought to analyze the situation, explore development options available to black landowners, and seek ways in which black-owned land can be used in minority economic developments.

Lester M. Salamon, director of Duke's program in urban and regional development, and Joseph Brooks, executive director of the Emergency Land Fund, said that land continues to be the single most important equity resource in minority hands, particularly in the South.

The men, both of whom made presentations during the workshop, agreed that the rapid disappearance of this crucial economic development resource is a matter of urgent concern. This is especially true when it is taking place at a time when the encouragement of minority development has become national policy.

An OMBE-funded study completed last May by Professor Salamon found that blacks in 14 Southern states held about 5.7 million acres in farmland. This was approximately half of what was owned by blacks 15 years earlier. During that same period the number of black farmowners dropped from 175,000 to 67,000, the study showed.

Conclusions reached during the workshop will be consolidated in a white paper to be presented at the Tuskegee Landowners' Conference in February.

One of the major points discussed calls for ways of providing low interest capital for the retention, acquisition, and development of land for agricultural and rural economic use by blacks.

Businessmen To Play Key Role In Advising U.S. Negotiators At Coming World Trade Talks

With enactment of the Trade Act of 1974, granting authority to the President to enter into worldwide negotiations to reduce barriers to trade, preparations for such negotiations will now move into high gear, both domestically and internationally. U.S. businessmen—and their counterparts in agriculture and labor—are being asked to play a key part in these preparations.

More than 100 nations signed the Tokyo Declaration of September 1973 that formally opened a seventh round of multilateral trade negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT). Since that time the United States has been participating in meetings of the GATT Trade Negotiations Committee (TNC), charged with overall supervision of the negotiations.

GATT preparations

Under the initial TNC work program agreed to in February, 1974, tasks were assigned to six working groups, each corresponding to negotiating topics identified in the Tokyo Declaration, i.e., tariffs, nontariff barriers (NTBs), agriculture, tropical products, sectoral negotiations, and a multilateral safeguard system.

In general, work on these subjects by the six groups has been limited to procedural issues such as selection of the base rates participating countries would use in determining their obligations under a tariff-cutting formula, or to the gathering of necessary statistical or analytical information to support the negotiations. These subgroups of the TNC met periodically through the fall of 1974.

The TNC is expected to meet again Feb. 11-12 to consider priorities and how the negotiations should be structured. It is expected that informal discussions among the major countries will be held during the period preceding the TNC meeting to iron out disagreements on a new work program.

The Office of the Special Representative for Trade Negotiations (STR) in the Executive Office of the President has led extensive, continuing domestic preparations for the trade negotiations. These preparations have been carried out by several interagency groups established in support of the TNC work program. The work of these groups is now aimed at the stage of the negotiations when the U.S. and other countries will make decisions on such organizational and procedural issues as a tariff-cutting formula, which nontariff barriers are to be given priority in the negotiating process, the base date/base rate of tariffs to be considered for the negotiations, and the base year or years for the collection of statistics.

The increased attention which is expected to be given to the negotiation of nontariff barriers has led to an effort to prepare an extensive NTB data base. To supplement the GATT inventory of over 800 separate NTB notifications, detailed questionnaires have been sent to U.S. embassies asking for additional and current information regarding foreign NTB practices. U.S. agencies are reviewing this information in an attempt to identify those NTBs of principal interest to U.S. exporters. It is hoped that additional information on NTBs may be gathered from commercial sources as a result of consultation programs with U.S. exporters.

U.S. preparations

The Trade Act of 1974 provides extensive opportunities to receive advice from all interested parties during the preparatory period as well as throughout the new round of multilateral negotiations. The U.S. International Trade Commission (formerly the U.S. Tariff Commission) and the interagency Trade Information Committee (TIC) will hold public hearings, and a network of advisory committees is being set up to gather advice from agriculture, industry and labor.

Trade Commission hearings

Before entering into proposed trade agreements the President is required to make public and submit to the U.S. International Trade Commission lists of articles to be considered for modification or continuance of duties. These articles collectively are known as the Public List. Within six months of receipt of that list, the Commission may advise the President on the probable economic effect of modification or continuance of existing U.S. duties on the domestic producers of like or directly competitive articles and on consumers for each article on the Publist List. The advice to the President may also include the Commission's views regarding the staging of any duty reductions. In preparing its advice the Commission must solicit the views of all interested parties and hold public hearings.

The President will submit the Public List to the Commission in January, 1975; hence, the final Commission report must be completed by July, 1975. Public hearings will begin in mid-February and will continue for seven or eight weeks. Any interested party may submit written briefs, as well as request the opportunity to present views orally *(see box for address)*.

Administration hearings

Under the provisions of the Trade Act, the President must also provide for public hearings at which all interested persons may present their views relating to any matter relevant to proposed trade agreement concessions, not just to proposed duty modifications, which is the focus of the U.S. International Trade Commission hearings. The Administration hearings will be conducted by the interagency Trade Information Committee, composed of those executive agencies with a direct interest in the negotiations. The TIC is chaired by the Office of the President's Special Representative for Trade Negotiations (STR), and consists of representatives from the Departments of Agriculture, Commerce, Defense, Interior, Labor, State, and Treasury. The Trade Commission, not a member, is an adviser.

The TIC will hold public hearings in Washington and, depending on demand, perhaps in other major cities. Any interested party may submit written briefs as well as request the opportunity to present views orally *(see box for address)*. Views presented may relate to any article on the Public List, any other article suggested for the List, or any foreign concessions that should be sought in the negotiations. The Committee is especially

anxious to obtain advice and detailed information from U.S. exporters concerning market access problems abroad in order that U.S. negotiators may seek concessions which will open up new U.S. export opportunities.

Public Advisory Committee

The President will also appoint a Policy Advisory Committee for Trade Negotiations, to provide overall advice on the objectives that the United States should pursue in the multilateral trade negotiations. This Committee will be comprised of not more than 45 members, including representatives of government, labor, industry, agriculture, small business, service industries, retailers, consumer interests, and the general public, and will be chaired by the President's Special Representative for Trade Negotiations. Committee members will be leaders in their fields. Their participation is intended to provide a comprehensive and balanced view of the national interest as it relates to the negotiations.

Private sector committees

To give the President more specific advice, the Trade Act calls for the establishment of a number of private-sector advisory committees from industry, agriculture and labor. The consultative program for U.S. industry has already been established and consultations will begin this month. Programs for agriculture and labor are being prepared.

These programs aim to insure that representatives of industry, agriculture and labor can transmit views directly to U.S. negotiators. Because of their special knowledge of U.S. and foreign market conditions, these representatives can provide U.S. negotiators with valuable assistance and informed judgments regarding negotiating objectives, with emphasis on identifying opportunities for expanding U.S. exports. The advisory committees established as part of each consultative program will be charged with conducting detailed studies by product sectors to determine U.S. negotiating objectives at the product level.

Industry consultations

Anticipating the needs of U.S. negotiators, Secretary of Commerce Frederick B. Dent and Ambassador William D. Eberle, the President's Special Representative for Trade Negotiations, began in May 1973, to develop a joint Commerce/STR program for consultations with U.S. industry. Public meetings were held with some 600 industry representatives to discuss the status and outlook for the future multilateral trade negotiations, the preparations being made within the Administration, and the outline of the proposed consultations program. Industry participants, among them policy makers and market specialists, were asked to comment on the proposed program and to nominate representatives to serve on the various advisory committees.

On the basis of the advice obtained during those early efforts, an Industry Consultations Program was fashioned and begun. It consists of a single high-level Industry Policy Advisory Committee (IPAC) and 26 Industry Sector Advisory Committees (ISACs) covering the entire range of U.S. industrial production.

Appointments of industry representatives to each of the committees, have been made jointly by Secretary Dent and Ambassador Eberle, with total membership approaching 500. These advisory committees will be engaged initially in preparing industry views both on policy issues and on matters touching individual products. This advice will be used by various U.S. Government agencies in decisions on U.S. negotiating positions and, most importantly, will be available to the negotiators for their use throughout the negotiating process.

The **Industry Policy Advisory Committee,** representing a cross-section of the industrial community, has the responsibility for providing policy advice to the Administration on the interests of industry as a whole. This committee will review the overall ISAC work program, keep informed as to the nature and progress of that work, and review the output of the 26 sector committees in terms of consistency with overall industry interest. Consequently, each member of the IPAC has assumed a liaison role with one or more of the ISACs. The policy committee has already met twice in public sessions with officials of the Department of Commerce and the Office of the President's Special Trade Representative. At those meetings, general discussions were held as to the progress of the pre-negotiation efforts, establishment of the ISACs and the identification of trade negotiating issues.

The **Industry Sector Advisory Committees,** organized by product sectors or subsectors, will be providing detailed advice and information on U.S. and foreign trade barriers affecting individual products. These committees will hold their first meetings in the Jan. 16-30 period. The Commerce Department, in cooperation with the STR, has already provided each ISAC member with background information and other guidance for submitting views during the pre-negotiation phase.

In the Department of Commerce an industry/commodity specialist has been designated as Liaison Officer for each ISAC, to serve as the government contact point for members of that ISAC throughout the advisory process, both before and during the actual negotiations.

While these advisory committees will operate under the provisions of the Federal Advisory Committee Act, the new Trade Act provides exemptions to the public participation requirement in committee activities when this is determined by the President or his designee to be necessary to preclude premature disclosure of U.S. negotiating objectives and posture. It should be noted, however, that in spite of the necessary closed nature of some parts of the advisory committee programs, any interested party may file written briefs with any of the committees *(see box for address)*.

To protect proprietary information which may be made available to the negotiators, the ISAC members are being asked to make individual responses to certain questions. The task of assembling and evaluating that material, as well as preparing the initial draft advisory reports of the ISACs, will be assumed by the Department of Commerce. When the initial draft ISAC reports are prepared, the committees will meet to review those reports to determine if their positions have been accurately and fairly represented. Following ISAC approval, the completed reports will be distributed to the Industry Policy Advisory Committee members for comment and consideration in light of their broader policy role in the advisory process. These reports then will be distributed to various executive agencies for their use and to the U.S. negotiators in Geneva.

Once formal negotiations begin, probably in the fall of 1975, the functions of the advisory committees will change. As events dictate, the advice given to U.S. negotiators in the initial ISAC reports may need to be revised to reflect changing conditions, as those reports are intended to be up-to-date functional documents. The committees also will be convened from time to time to advise on

For More Information

For further information concerning Trade Commission hearings write: The Secretary, U.S. International Trade Commission, 7th & E Streets NW., Washington, D.C. 20436. For information on Administration hearings write: Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, Executive Office of the President, 1800 G Street NW., Washington, D.C. 20506. For information on the Industry Consultations Program, or to file written statements with any of the 26 Industrial Sectoral Advisory Committees or the Industry Policy Advisory Committee, write: Director, Industry Consultations Policy Staff, Office of International Trade Policy, U.S. Department of Commerce (Room 3028), Washington, D.C. 20230.

Industry Units

The following 26 Industry Sector Advisory Committees (ISACs) will assist in industry-government consultations:

Food and Kindred Products; Textiles and Apparel; Lumber and Wood Products; Paper and Products.

Industrial Chemicals and Fertilizers; Drugs, Soaps, Cleaners, and Toilet Preparations; Paints, Gum and Wood Chemicals, and Miscellaneous Chemical Products.

Rubber and Plastics Materials; Leather and Products; Stone, Clay, and Glass Products.

Ferrous Metals and Products; Nonferrous Metals and Products; Hand Tools, Cutlery, and Tableware; Other Fabricated Metal Products.

Construction, Mining, Agricultural, and Oil Field Machinery and Equipment; Office and Computing Equipment; Machine Tools—Other Metalworking Equipment, and Other Nonelectrical machinery.

Electrical Machinery, Power Boilers, Nuclear Reactors, and Engines and Turbines; Consumer Electronic Products and Household Appliances; Scientific and Controlling Instruments; Photographic Equipment and Supplies; Communication Equipment and Non-Consumer Electronic Equipment.

Railroad Equipment and Miscellaneous Transportation Equipment; Aerospace Equipment; Automotive Equipment.

Miscellaneous Manufactures, Toys, Musical Instruments, Furniture, etc.

specific issues which arise during the negotiations. For example, to the extent that the value or validity of various offers, counter offers, and packages of concessions is not clear or available in the initial ISAC reports, the negotiators will want and need additional industry advice as those specific situations arise. To facilitate this continuing consultative process, liaison between Commerce/STR and the advisory committee members will be maintained throughout the negotiations.

A large part of the continuing role of the advisory committees was stipulated by Congress in the Trade Act, which requires that as agreements are concluded for each sector, the committee must report their views on those agreements to the President, Congress, and the STR. Those views are to encompass the extent of the economic impact of such agreements on the United States and whether sectors agreements are equitable and reciprocal within the sector. Finally, the Industry Policy Advisory Committee and the 26 Industry Sector Advisory Committees will submit reports at the end of the negotiations covering the trade agreements made under the Act as a whole.

Prior to the actual tabling of offers and requests regarding specific concessions, extensive preparations are necessary. This will occur in three steps. First, from January to June 1975, the Administration will receive reports from the U.S. International Trade Commission, the Trade Information Committee and the labor, agriculture, and industry advisory committees. Second, during the summer of 1975, the Administration will prepare the U.S. negotiating position for Presidential decision taking into account all of the advice and other information available to it. Finally, once the President has given instructions to the U.S. negotiators, substantive negotiations will begin in Geneva. This last step will probably start in the fall of 1975.

Iran Development Boom Challenges U.S. To Meet Competition There

Iran's skyrocketing oil revenues are financing an economic development effort which is creating tremendous opportunities for U.S. business. In a recent interview with *The New York Times*, the Shah of Iran challenged U.S. businessmen to compete more aggressively for the multi-billion dollar development contracts in his country.

Under the direction of Dr. Charles W. Hostler, Deputy Assistant Secretary for International Commerce, the Bureau of International Commerce is actively seeking to help the business community meet this challenge.

According to Dr. Hostler, "The Bureau sponsors trade promotion programs and operates informational facilities and other services to assist exporters, technicians, and management in getting their products and services to the Iranian market. U.S. industry produces the top quality machinery, incorporating highly advanced technology, and the innovative and efficient management and services that Iranians want and need to pursue their development programs."

Development in Iran is moving forward in all sectors, from the expansion of social welfare schemes, to increasing agricultural production and agribusinesses, to large industrialization programs.

Specific projects include: extensive housing and hotel construction, a nationwide hospital system of more than 15,000 beds, an educational system which will supply free education to the entire population, and increased capacity of all infrastructure systems to meet the growing needs of an expanding industrial base.

Though Iran's infrastructure facilities are well developed when compared with those of her neighbors, bottlenecks occur in moving goods through ports and along the nation's highways and railroads. The demand for air transportation greatly exceeds the current capability of the national airline. The country is also in need of more electrical power plants, including nuclear power generation facilities to meet demand when the oil reserves run out. In addition, Iran must import trained manpower—technicians, managers, engineers, nurses, etc.—and build the facilities to train its own population.

Under its current Five Year Plan, Iran will spend more than $80 billion on capital goods and services to complete projects which will meet these needs.

In the meantime, industrialization is proceeding at a rapid rate. American companies are, or will soon be, participating in the production of cars, electrical appliances, petrochemicals, liquefied natural gas, and helicopters and other aircraft. An annual $25 billion in oil revenues, substantial supplies of natural gas, minerals and other resources, including a large domestic market, are encouraging foreign investors to establish manufacturing and service facilities of all types.

"The vast opportunities in Iran and the energy with which our foreign competitors vie for these opportunities have led us in the Bureau of International Commerce to step up our programs of assistance to U.S. business so that Americans may obtain a larger share in Iran's development," stated Dr. Hostler.

The Commerce Department is working with other U.S. agencies to set up a bilateral government-to-government Joint Economic Commission with Iran. The Commission will facilitate commercial relations between the two countries and bring U.S. capabilities to the attention of the appropriate Iranians.

The U.S. Trade Center in Tehran, which opened in November 1973, has scheduled seven events in 1975. These include an exhibition of automotive service and repair equipment in early February, a packaging and food processing equipment show in June, and a general industrial equipment exhibition in October. Between major exhibitions, the Trade Center is available to U.S. firms at no charge for sales promotions and meetings. In addition Commerce will sponsor specialized trade missions and catalog shows in Iran throughout the year.

Information on the promotional programs and other opportunities in Iran is available from the Commerce Action Group for the Near East (CAGNE), Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Major World Trade Fairs Listed For U.S. Exhibitors

To assist U.S. businessmen, *Commerce Today* periodically publishes a schedule of future international fairs. These exhibitions range from the general type, which promote sales in numerous product categories, to the highly specialized fair, designed to attract buyers of specific products.

Events are listed by country, city, date, name and fair management address and are generally open to participation by any U.S. company in the related industry. Each firm may make arrangements for its own exhibit, including rental of space and utilities, transportation of products and setting up and manning of the booth.

For information on Commerce Department-sponsored events (see current listing on pages 35-37), address inquiries to the nearest U.S. Department of Commerce Field Office.

For information on international trade fairs in which the U.S. Department of Commerce is not participating, please contact the foreign fair management at the listed address or write the Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

A listing of trade fairs in the United States appears on pages 32-34.

The following information on upcoming fairs is taken from the latest data available to the Department of Commerce. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with foreign fair managements.

Algeria

Algiers

Aug. 22-Sept. 7. Algiers Int'l Trade Fair. General industrial fair. ONAFEX, Palais de Expositions, B.P. 656, Pins Martimes, Algiers. Annual.

Angola

Luanda

Oct. 5-20. FILDA—Int'l Fair of Luanda. Associacao Industrial de Angola, P.O. Box 1296, Luanda. Annual.

Nova Lisboa

July 20-Aug. 8. FINOL—Int'l Fair of Nova Lisboa. Associacao Comercial Industrial e Agricola do Huambo, P.O. Box 40, Nova Lisboa. Annual.

Argentina

Buenos Aires

Apr. 11-May 4. First Int'l Exbn. on Transport, Material Handling Equipment & Related Industries. Palermo Fair Grounds. Federacion Argentina de Entidades Empresarias del Autotransporte de Cargas and Camara Argentina de Contenedores, Carlos Pellegrini 739, 5th Piso, Buenos Aires. Biennial.

May 9-25. FIDA '75—Int'l Food Industry Fair. City of Buenos Aires Exbn. Center. Federacion de la Industria de Productos Alimenticios y Afines and Asociacion Fabricantes de Dulces, Conservas y Afines, Bernardo de Irigoyen 546, 8th Piso, Buenos Aires. Biennial.

June 23-29. EFFICA '75—6th Int'l Footwear & Leather Show. City of Buenos Aires Exbn. Center, Camara de la Industria del Calzado, Av. Rivadavia 4323, Buenos Aires. Annual.

Australia

Adelaide

Apr. 15-17. FIME '75—Australian Forest Industries Exposition, Adelaide. Mr. Cummings, Chairman, c/o R. M. Williams Pty. Ltd., 5 Percy St., Prospect, South Australia 5082. Annual.

Melbourne

Apr.19-May 4. Camping & Caravan Exbn. Exbn. Bldg., Melbourne. Caravan Trade & Industry Assn., 65 Wellington St., Windsor, Victoria 3181. Annual.

June 17-21. Int'l Educare Exbn. Exbn. Bldg., Melbourne. Educare Exhibitions Pty. Ltd., 1st Floor, Ashley House, 409 St. Kilda Rd., Melbourne, Victoria. 3004.

July 4-12. Herald National Boat Show & Camping Display. Exbn. Bldg., Melbourne. Riddell Exhibition Promotions Pty. Ltd., 541 St. Kilda Rd., Melbourne, Victoria 3004. Annual.

July 28-Aug. 2. Australia's Int'l Engineering Exbn. Exbn. Bldg., Melbourne. Thompson Exhibition Promotions Pty. Ltd., P.O. Box 65, Chippendale, New South Wales 200.

July 28-Aug. 2. Int'l Gas, Chemical Petroleum Exbn. '75. Exbn. Bldg., Melbourne. Thompson Exbn., address same as above. Annual.

July 28-Aug. 2. Instruments, Automation & Electronic Control Exbn. '75. Exbn. Bldg., Melbourne. Thompson Exbn., address same as above.

Aug. 23-31. The Sun News-Pictorial Homes Show. Exbn. Bldg., Melbourne. Riddell Exhibition Promotions, Suite 11, 541 St. Kilda Rd., Melbourne, Victoria. 3004. Annual.

Sept. 2-4. Hardware Trade Fair. Exbn. Bldg., Melbourne. Hardware Retailers Assn. of Victoria, 13 Atherton St., Oakleigh, Victoria 3166. Annual.

Sept. 24-28. Sports and Hobbies Show. Exbn. Bldg., Melbourne. Riddell Exhibition Promotions, 541 St. Kilda Rd., Melbourne, Victoria 3004.

Sydney

June 30-July 6. Environment '75. R.A.S. Showground, Sydney. Total Concept Exhibitions Pty. Ltd., P.O. Box 27, Balgowlah, New South Wales 2093.

Aug. 25-29. Int'l Radio & Electronic Engineering Convention '75. University of New South Wales, Sydney. Institution of Radio and Electronics Engineers, Rm 507, 157 Gloucester St., Sydney, New South Wales 2000.

Aug. 29-Sept. 6—22nd Sydney Int'l Motor Show. R.A.S. Showground, Sydney. The Secretary, Chamber of Automotive Industries, 35 Riley St., Potts Point, N.S.W. 2011. Annual.

Oct. 20-25. Int'l Power Control & Instrumentation Exhibition & Convention. R.A.S. Showground, Sydney. Convention & Exhibition Administration, P.O. Box 259, Roseville, New South Wales. Annual.

Austria

Dornbirn

(The initials OS used below indicate a recurring fair organizer address: Oesterreichisches Bauzentrum, Palais Liechtenstein, A-1090 Vienna.)

July 26-Aug. 3. 27th Dornbirn Fair. Investment and consumer goods. Realschule 6, Dornbirn. Annual.

Graz

May 3-11. Graz Spring Fair. Fairgrounds, Graz, Styria. Grazer Suedost-Messe reg. GmbH., Messeplatz 1, A-8011 Graz. Annual.

Sept. 27-Oct. 5. Graz Fall Fair. Fairgrounds, Graz, Styria. Grazer Suedost-Messe, address same as above. Annual.

Innsbruck

May 7-11. Int'l Building Trade Fair. Congress Hall. OS. Biennial.

Salzburg

Feb. 28-March 2 and Sept. 5-7. JIM—Int'l Young Fashion. Fairgrounds, Glanspitz, Salzburg. Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, A-5024 Salzburg. Biennial.

May 8-11. OEDROGA — Oesterreichische Drogistenfachausstellung. Drug specialty fair. Neues Ausstellungszentrum, Salzburg. Oesterreichischer Drogistenverband, Krugerstrasse 3, A-1010 Vienna. Biennial.

May 24-26. EXPO-SA—Int'l Jewelry Fair. Exbn. Center, Glanspitz, Salzburg. Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, A-5024 Salzburg. Annual.

June 10-14. Interieur International. Furniture and home furnishings. Exhibition Center, Salzburg. O.S. Annual.

Oct. 15-17. INTERPAEDAGOGIKA '75. Teaching aids show. Exhibition Center, Salzburg. O.S. Annual.

Tulln

Apr. 4-6, 11-13. CAMPA & BOOT '75. Camping and boating. Fairgrounds Tulln, Lower Austria. Tullner Blumenund Gartenbaumesse GmbH., A-3430 Tulln. Annual.

Vienna

Jan. 18-20 and Oct. 25-27. ETA. Household articles and hardware fair. Messepalast, 1071 Vienna. Wiener Messe A.G., Messeplatz 1, P.O. Box 124, A-1071 Vienna. Biennial.

Jan. 28-31. Einkaufstage der Handelsketten. "Shopping Days for Chain-stores." OS.

March 7-9 and Sept. 12-14. Lederwaren Exquisit. Leather goods and travel accessories show. Messepalast, 1071 Vienna. Wiener Messe A.G., Messeplatz 1, P.O. Box 124, A-1071 Vienna. Biennial.

March 12-16. Vienna Int'l Spring Fair. Fairgrounds, 1020 Vienna. Wiener Messe, address same as above. Annual.

March 15-16 and in September. OESMU. Shoes. Messepalast, 1071 Vienna. Verein zur Foerderung der Schuhindustrie, Wirtschaftsstelle, Krottenbachstrasse 3/2/1, A-1190 Vienna. Biannual.

March 21-24 and Sept. 27-30. Vienna Ladies Fashion Fair. Messepalast, 1070 Vienna. Fachverband der Bekleidungsindustrie, Schwarzenbergplatz 4, A-1030 Vienna. Biannual.

Apr. 3-6. Praesenta. Souvenirs and gifts. OS. Annual.

May 4-7. IFABO '75. Int'l business equipment fair. Fairgrounds, 1020 Vienna. Wiener Messe A.G., Messeplatz 1, P.O. Box 124, A-1071 Vienna. Annual.

May 24-27. Spiel '75. Toys and games. Messepalast, 1070 Vienna. Wiener Messe A.G., address same as above. Annual.

Sept. 10-14. Vienna Int'l Fall Fair. Fairgrounds, 1020 Vienna. Wiener Messe A.G., address same as above. Annual.

Oct. 8-12. Hi-Fi-Stereo '75. OS. Annual.

Oct. 22-25. IE-Industrielle Elektronik. Fairgrounds, 1020 Vienna. Arbeitsgemeinschaft fuer Fachausstellungen, Loquaiplatz 13, A-1061 Vienna. Annual.

Wels

Feb. 6-9. TEX-BO. Int'l Home Furnishings Fair. Fairgrounds Wels, Upper Austria. Fachausstellungen GmbH., Markus Sittikus Strasse 15, A-5024 Salzburg. Annual.

Bahrain

Manama

Oct.18-25. Engineering. Comprehensive range of engineering exhibits by companies active in Gulf and those wishing to enter; commercial opportunities for U.S. firms active in engineering services. Qudaib Za Park. Bahrain Society of Engineers, P.O. Box 835, Manama. Attn: Hassan Fakhroo.

Belgium

Brussels

(The initials BITF used below indicate a recurring fair organizer address: Brussels International Trade Fair, Palais du Centenaire, 1020 Brussels.)

Jan. 12-16. FOOD BUSINESS. Centre International Rogier. Sogestor S.P.R.L., rue Duquesnoy 14, 1000 Brussels. Annual.

March 15-23. Int'l Book Fair. Centre International Rogier. Foire du Livre ASBL, avenue du Parc 111, 1060 Brussels. Annual.

Apr. 26-May 11. 48th Brussels Trade Fair. Palais du Centenaire. BITF. Annual.

Apr. 30-May 5. SADIBEL-Int'l Exbn. of Educational Equipment. Centre International Rogier. Mrs. Ruysseveldt, avenue Benes 183, Brussels. Biennial.

June 8-22. Int'l Municipal Equipment Show. Palais du Centenaire. BITF. Biennial.

Sept. 8-11. Baby Show. Palais du Centenaire. BITF. Annual.

Sept. 21-24. VESTIRAMA. Clothing. Centre International Rogier. Textirama ASBL, Martelaarslaan 15, 9000 Ghent. Annual.

Oct. 16-23. Int'l Medical & Hospital Equipment Show. Centre International Rogier. Edicomin S.P.R.L., avenue du Roi 206, 1060 Brussels. Biennial.

Nov. 20-25. Int'l Furniture Show. Palais du Centenaire. BITF. Annual.

Dec. 7-15. Int'l Woodworking Show. Palais du Centenaire. BITF. Biennial.

Ghent

Feb. 1-4. TEXTIRAMA. Textiles. Ghent Fairground. Textirama ASBL, Martelaarslaan 15, 9000 Ghent. Annual.

Botswana

Gaborone

July. Gaborone Agricultural and Trade Fair. Gaborone Show Grounds. Gaborone Agricultural and Trade Fair, Private Bag 4, Gaborone. Annual.

Brazil

Rio de Janeiro

Sept. 17-21. Technical & Scientific Equipment & Services Expos. SUCESU—Guanabara, Rua do Resende 37, 6th Fl., Rio de Janeiro—GB. Annual.

Salvador-Bahia

Sept. 14-20. Medical-Radiological & Related Equipment Expos. Colegio Brasileiro de Radiologia, Avenida Paulista, 1009, 18 andar, Conj. 1807, Sao Paulo—SP.

Sao Paulo

(All fairs listed for Sao Paulo are held in the Exposition Center—Parque Anhembi, write: Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60, Sao Paulo—SP.)

Jan. 11-19. FENIT—19th National Textile Trade Fair—Winter. Annual.

March 3-9. FIEPAG—7th Int'l Packaging, Paper and Graph Arts Fair. Biennial.

Apr. 25-May 4. UD—16th National Household Goods Fair. Annual.

June 7-15. FENIT—20th National Textile Trade Fair—Summer. Annual.

July 4-13. FETAG—5th Agriculture Technique Fair & FIA—4th Int'l Foodstuffs Fair. Biennial.

Sept. 8-14. Int'l Hotel and Restaurant Management Fair.

Nov. 20-30. IMEF—1st Int'l Mechanical Engineering & Electrical-Electronics Fair.

Bulgaria

Plovdiv

First half of 1975. Int'l Exbn. of Construction Techniques & New Construction Materials. Bulgarian Chamber of Commerce, 11-A Stamboliyski Blvd., Sofia.

Sept. 3-10. Plovdiv Int'l Fair. Bulgarian Chamber of Commerce, 11-A Stamboliyski Blvd., Sofia. Annual.

Sofia

Sept. 24-30. Int'l Book Exhibit. Committee on Printing, 11 Slaveykov Sq., Sofia, and the foreign trade organization, Hemus, 6 Ruski Blvd., Sofia. Annual.

Canada

(Several terms used below indicate recurring fair organizer addresses: Charette is P. R. Charette, Inc., 5890 Monkland Ave., Suite 306, Montreal, Quebec. Southex is Southex (1970) Ltd., 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7)

Calgary

May 25-27. Furniture West. Calgary Exbn. & Stampede Grounds. Manitoba Furniture Mfrs. Assn., Box 164, Postal Station C, Winnipeg, Man. Annual.

Montreal

Jan. 9-19. AUTO '75. Place Bonaventure. Montreal Int'l Auto Salon Ltd., 3600 Barclay Ave., Suite 460, Montreal, Quebec. Annual.

Jan. 29-Feb. 2. CSGA. Nat'l Convention & Exbn., Sporting Goods. Place Bonaventure. Canadian Sporting Goods Assn., 1315 de Maisonneuve Blvd., W., Suite 702, Montreal, Quebec. Annual.

Feb. 21-March 2. Montreal Boat Show. Place Bonaventure. Allied Boating Assn. of Canada. Charette. Annual.

March 9-13. Montreal Spring Gift Show. Place Bonaventure. Southex. Annual.

March 10-13. Hotel, Restaurant & Institution Suppliers Exbn. Place Bonaventure. Hotel & Restaurant Suppliers Assn., Inc., 474 St. Alexis St., Montreal 125, Quebec. Annual.

Apr. 4-6. Flower, Garden & Pool Show. Place Bonaventure. Charette. Annual.

May 15-19. Montreal Int'l Book Fair. Place Bonaventure. Foire International du Livre de Montreal, 205 Dorchester St., E., Suite 501, Montreal, Quebec. Annual.

June 15-19. Montreal Furniture Market. Place Bonaventure. Quebec Furniture Mfrs. Assn., P.O. Box 1002, Place Bonaventure, Montreal, Quebec. Annual.

Aug. 17-19. Montreal Int'l Footwear Exposition. Place Bonaventure. Shoe Mfrs. Assn. of Canada, 1010 Ste. Catherine St., W., Suite 710, Montreal, Quebec. Annual.

Aug. 24-28. Montreal Fall Gift Show. Place Bonaventure. Southex. Annual.

Oct. 4-6. Le Salon de l'Epicerie. Place Bonaventure. Industrial & Trade Shows of Canada. 481 University Ave., Toronto, Ont. M5W 1A7. Biennial.

Oct. 16-19. Ski Show. Place Bonaventure. Charette. Annual.

Nov. 8-10. AUTO-SPORT '75. Place Bonaventure. Speed-Sport Enterprises, 491 Brimley Rd., Unit 19, Scarborough, Ont. M1J 1A4. Annual.

November. Canadian Nat'l Business Show. Canadian Business Equipment Mfrs. Assn. Southex.

Toronto

Jan. 9-19. Toronto Int'l Boat Show. Exhibition Park. Toronto Int'l Boat Show, Suite 4904, Box 168, Toronto-Dominion Centre, Toronto, Ont. M5K 1H8. Annual.

Jan. 11-15. Toronto Furniture Show. International Center. Quebec Furniture Mfrs. Assn., P.O. Box 1002, Place Bonaventure, Montreal, Quebec H5A 1E9. Annual.

Jan. 13-15. Canadian Floorcovering Market. Exhibition Park. Southex. Annual.

Jan. 26-29. Toronto Spring Gift Show. International Centre. Edwin L. Kastner Show Productions Org., Ltd., 45 Charles St., E., Toronto, Ont. M4V 1S2. Annual.

Jan. 28-31. Canada Farm Show. Exhibition Park. Trans Canada Expositions Ltd., 20 Butterick Rd., Toronto, Ont. M8W 3Z8. Annual.

Feb. 9-12. Canadian Hardware Show. Exhibition Park. Canadian Retail Hardware Assn., 219 Merton St., Toronto, Ont. M4S 1B2. Annual.

Feb. 27-March 3. Nat'l Motorhome Show. International Center. Lawrence Donnell, 1945 Lawrence Ave., W., Weston, Ont. M9N 1H3. Annual.

March 6-9. Canadian Pool & Patio Show. Exhibtion Park. Ontario Swimming Pool Assn., 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7. Annual.

March 14-23. Canadian Nat'l Sportsmen's Show. Exhibition Park. Canadian Nat'l Sportsmen's Show, Suite 4904, Box 168, Toronto-Dominion Center, Toronto, Ont. M5K 1H8. Annual.

March 18-20. Canadian Premium Incentive Show & Conference. International Center. Canadian Premium Incentive Show, 481 University Ave., Toronto, Ont. M5W 1A7. Annual.

Apr. 21-23. HOSTEX '75. Coliseum & Industry Bldg., CNE Park. Canadian Restaurant Assn., 94 Cumberland St., 8th Floor, Toronto, Ont. M5R 1A3. Annual.

Apr. 22-24. Pollution Control Show. Exhibition Park. Ontario Marketing Productions Ltd., 111 Bond St., Toronto, Ont. M5B 1Y2. Biennial.

Apr. 29-May 1. NEPCON '75 Canada—Nat'l Electronic Packaging & Production Conference & Exbn. International Center. Industrial & Scientific Management, Inc., 222 W. Adams St., Chicago, Ill. 60606. First occasion.

May 12-16. Production Show—Nat'l Industrial Production & Machine Tool Show. Exhibition Park. Production Show, 481 University Ave., Toronto, Ont. M5W 1A7. Triennial.

May 26-28. Canadian Chemical Conference & Exbn. Four Seasons Sheraton Hotel. Chemical Institute of Canada, 151 Slater St., Ottawa, Ont. K1P 5H3. Annual.

June 9-13. Plastics Show of Canada. Exhibition Park. Plastics Show of Canada, 481 University Ave., Toronto, Ont. M5W 1A7. Triennial.

Aug. 10-13. Toronto Fall Gift Show. International Center. Edwin L. Kastner Show Productions Org., Ltd., 45 Charles St., E., Toronto, Ont. M4Y 1S2. Annual.

Sept. 29-Oct. 1. Int'l Electrical, Electronics Conference & Exbn. Exhibition Park. Canadian Regional Institute of Electrical & Electronics Engineers. 1450 Don Mills Rd., Don Mills, Ont. M3B 2X7. Biennial.

Oct. 3-5. Canadian Launderers & Dry Cleaners Show. Exhibition Park. Canadian Launderers & Dry Cleaners Show, 481 University Ave., Toronto, Ont. M5W 1A7. Quadrennial.

Oct. 8-10. Canadian Mining & Aggregate Equipment Exbn. Exhibition Park. Southex. Biennial.

Oct. 9-12. Int'l Building Exbn. Exhibition Park. Intex Trade & Consumer Shows Ltd., 952 Queen St., W. Toronto, Ont. M6J 1G8. Annual.

Oct. 21-23. Canadian Education Showplace. Exhibition Park. Canadian Education Showplace, 481 University Ave., Toronto, Ont. M5W 1A7. Annual.

Oct. 21-23. Canadian Nat'l Packaging Exposition. Exhibition Park. Packaging Assn. of Canada, 45 Charles St., E., Toronto, Ont. M4Y 1S2. Biennial.

Vancouver

Jan. 10-19. Pacific Int'l Auto Show. Exhibition Park. Automobile Dealers Assn. of Greater Vancouver, 1037 West Broadway, Vancouver, B.C. Annual.

Jan. 22-26. Vancouver Recreational Vehicle Show. Exhibition Park. TO-RO Enterprises Ltd., P.O. Box 9067, Vancouver, B.C. Annual.

Feb. 7-16. Vancouver Home Show. Exhibition

Park. Southex (1970) Ltd., 2000 West 12th St., Vancouver, B.C. Annual.
Feb. 21-March 2. Vancouver Boat and Sport Show. Exhibition Park. Harmon-O'Loughlin Enterprises Ltd., P.O. Box 9067, Vancouver, B.C. Annual.
March 18-19. Food & Hospitality Show. Hyatt House Hotel. Canadian Restaurant Assn., 4424 Main St., Vancouver, B.C. Annual.
Apr. 20-22. Vancouver Spring Gift Show. Exhibition Park. Southex (1970) Ltd., 2000 West 12th Ave., Vancouver 9, B.C. Annual.
August. Abbotsford Int'l Air Show. Abbotsford Airfield. Abbotsford Int'l Airshow, Inc., P.O. Box 361, Abbotsford, B.C. Annual.

Chile

Santiago

Nov. 1-17. FISA—Feria International de Santiago. Industrial, commercial and agricultural equipment, and livestock. Patricio Guzman, Presidente, Sociedad Nacional de Agricultura, Tenderini 187, Santiago. Annual.

People's Republic Of China

Canton

Apr. 15-May 15 and Oct. 15-Nov. 15. Chinese Export Commodities Fair. Heavily export-oriented and only Chinese commodities displayed; but the fair provides a venue for contacts between foreign firms and Foreign Trade Corporation regarding possible sales to China. Biannual. For details contact Bureau of East-West Trade, U.S. Department of Commerce, Washington, D.C. 20230.

Czechoslovakia

Bratislava

June 21-27. INCHEBA '75—Int'l Chemical Fair. Bratislava Fair Grounds. Incheba Pzo, 24, Drienova, 829 57 Bratislava. Annual.

Brno

(For Brno, the initials BTFE indicate a recurring fair organizer address: Brno Trade Fairs & Exhibitions, Brno Vystaviste.)
Feb. 21-28. SLIME—Int'l Food Fair. Brno Fairgrounds. BTFE. Brno Vystaviste. Annual.
Apr. 12-20. International Consumer Goods Fair. Brno Fairgrounds. BTFE. Annual.
June 10-15. Welding '75. Welding equipment and technology. Brno Fairgrounds. BTFE. Biennial.
June 23-27. EMBAX—Int'l Printing & Packaging Exbn. Brno Fairgrounds. BTFE. Annual.
Sept. 10-18. Brno Int'l Engineering Fair. Brno Fairgrounds. BTFE. Annual.

Zilina

June 28-July 4. SYMPOMECH—Int'l Exbn. of Mechanized Equipment for Construction of Building. Sympomech, Zavodska Cesta, Blik D, 010 01, Ministry of Construction of Czech Socialist Republic, Ing. Matejka, Psmas, Vaciavske Namesti 55, Prague. Biennial.

Denmark

Copenhagen

(The initials BCEH used below indicate a recurring fair organizer address: Bella Center A/S, 65 Hvidkildevej, DK-2400 Copenhagen NV.)
Jan. 3-5. SCANDEFA '75 — Scandinavian Dental Fair. Bella Center Exbn. Hall, Committee for Post Graduate Education of the Danish Dental Assn., 15 Mosedalsvej, DK-2500 Copenhagen-Valby. Annual.
Jan. 18-22. LUXPO Copenhagen '75—Scandinavia's New Lighting Fair 1975. Bella Center Exbn. Hall. BCEH. Annual.
Jan. 31-Feb. 9. Byggeri For Millioner—Scandinavian Building Exbn. Bella Center Exbn. Hall. Byggecentrum, 19 Gyldenlovegade, DK-1600 Copenhagen V. Biennial.
Feb. 16-18 and Aug. 31-Sept. 2. Eighth and ninth Scandinavian Menswear Fairs. Bella Center Exbn. Hall & Scandinavian Fashion Center. BCEH. Biannual.
Feb. 19-23. BIL OG FRITID—Motoring & Leisure. Bella Center Exbn. Hall. Fed. of Danish Motorists, 18 Frederiksborggade, DK-1360 Copenhagen K. Biennial.
March 4-9. Food Fair '75—Int'l Food Fair. Bella Center Exbn. Hall. BCEH. Biennial.
March 8-11 and Sept. 27-29. Shoe Fair. Bella Center Exbn. Hall. Assn. of Danish Footwear Wholesalers, 8 Esplanaden, DK-1263 Copenhagen K. Biannual.
March 16-19 and Sept. 14-17. Nineteenth and 20th Scandinavian Fashion Weeks (Women's Wear.) Bella Center Exbn. Hall & Scandinavian Fashion Center. BCEH. Biannual.
April 6-8. SCAN FAIR '75—Scandinavian Hardware Trade Fair. Bella Center Exhibition Hall. BCEH. Annual.
May 7-11. Scandinavian Furniture Fair 1975. Bella Center Exhibition Hall & International Furniture Center. Bella Center A/S, Mart Building, 10 Vester Sogade, DK-1601 Copenhagen V, Denmark. Annual.
July 7-11. SICOT Copenhagen '75—Orthopedic World Congress & Exhibition. Bella Center Exhibition Hall. BCEH. Triennial.
Aug. 49. 5th Int'l Biophysics Congress & Exbn. 1975. Bella Center Exhibition Hall. BCEH. Triennial.
Sept. 5-14. RADIO TV '75—Radio & TV 50th Anniversary Exbn. Bella Center Exhibition Hall. BCEH. Sexennial.

Ecuador

Guayaquil

Oct. 1-14. Fourth Int'l Trade Fair. All types of products. Ferias S.A., P.O. Box 4184, Guayaquil. Biennial.

Egypt

Cairo

January. Book Fair. Cairo Int'l Fair Grounds, Gezira. General Book Organization, Corniche El Nil St., Ramlet Boulak, Cairo. Annual.
March 10-31. Cairo Int'l Fair. Cairo Int'l Fair Grounds, Gezira. General Organization for Int'l Fairs, Gezira, Cairo. Annual.
June 7-17. Int'l Hospital Equipment Exbn. Cairo Int'l Fair Grounds, Gezira. Ministry of Public Health, Kasr El Aini St., Cairo.
Oct. 20-30. Int'l Exbn. for Building Materials and Equipment, Cairo Int'l Fair Grounds, Gezira. Arab Contractors, 34 Adly St., Cairo.

Finland

Helsinki

Feb. 7-16. Helsinki Int'l Boat Show '75. Helsinki Fair Center. Finnish Fair Corp., P.O. Box 22. SF-00251 Helsinki 25. Annual.
Apr. 18-27. HABITARE '75—Live and Feel Cozy. Helsinki Fair Center. Finnish Fair Corp., address same as above. Every 2 or 3 years.
Sept. 9-13. Helsinki Int'l Technical Fair. Helsinki Fair Center. Finnish Fair Corp., address same as above. Biennial.

Riihimaki

May 21-25. Int'l Sportsman Fair '75. Riihimaki Sports Park. Riihimaen Messut ry, Kalevankatu 1, SF-11100 Riihimaki 10. Triennial.

Turku

Apr. 12-20. The Sea Calls '75. Boat show. Kupittaa Sports Hall, Turku Fair Corp., Puolalankatu 1, SF-20100 Turku 10. Annual.
Aug. 15-24. Turku Int'l Fair 1975. Kupittaa Sports Park. Turku Fair Corp., address same as above. Quadrennial.

France

Grenoble

March 1-4. Winter Sports Equipment Trade Show. Palais des Expositions. ALPEXPO. 38029 Grenoble. Annual.

Lyon

Oct. 4-7. MEUROPAM — PRO-MEUROPAM—European Furniture & Furnishing Accessories Exbn. Foire Internationale de Lyon, Palais des Congres, 69459 Lyon. Annual.

Nancy

Apr. 4-8. ANIMALEX—Int'l Exbn. of Pet Products, Equipment & Accessories. J. P. Detourbet, Animalex, B. P. 1593, 54027 Nancy.
Oct. 20-24. Int'l Market for European Diffusion of Sub-Contracting. J. P. Detourbet, Parc des Expositions de Nancy, P.O. Box 1593, 54027 Nancy. Annual.

Paris

Jan. 9-20. Int'l Pleasure Yachting Exbn. C.N.I.T. Palace, Rond-Point de la Defense, Puteaux. SPODEX, 15, rue de la Paix, 65002 Paris. Annual.
Jan. 12-20 and Sept. 7-15. BIJORHCA—Jewelry, Gold and Silver, Clocksware, Gifts. Parc des Expositions, Porte de Versailles. BIJORHCA, 10, rue Charlot, 65003 Paris. Biannual.
Jan. 15-20. Int'l Lighting Exbn. Parc des Expositions, Porte de Versailles. Commissariat General due Salon International du Luminaire, bronze, ferronnerie d'art et industries annexes, 22, avenue Franklin D. Roosevelt, 75008 Paris. Annual.
Jan. 16-20. Int'l Furniture Exbn. Parc des Expositions, Porte de Versailles. Commissariat General du Salon du Meuble, address same as above. Annual (national even years; international odd years).
Jan. 16-20. Int'l Carpet and Floor Coverings Exbn. Parc des Expositions, Porte de Versailles. Commissariat General du Salon International du Tapis et des Revetements de Sols, address same as above. Annual.
Feb. 8-14. Int'l Game & Toy Exbn. Parc des Expositions, Porte de Versailles. M. Michel Vaugnat, 93, rue de Turenne, 75003 Paris. Annual.
Feb. 8-11 and Sept. 6-9. European Men's Wear Show. Parc des Expositions, Porte de Versailles. PROMAS, 8, rue de Richelieu. 75001 Paris. Biannual.
Feb. 8-11. Int'l Knitwear Industries Exbn. Parc des Expositions de la Ville de Paris, Porte des Versailles. M. Pierre Mangeret, 11, rue Anatole-de-la-Forge, 75017 Paris. Annual.
Feb. 8-11 and Sept. 27-30. Children's Fashions Exbn. Parc des Expositions de la Ville de Paris, address same as above. Biannual.
Feb. 22-March 9. Int'l Arts of Home-Making Exbn. Palais de la Defense, Puteaux. Commissariat General, 15, avenue de la Division-Leclerc, F. 92806 Puteaux. Annual.
March 2-9. Int'l Agricultural Show. Parc des Expositions, Porte de Versailles. M. Marc Couillens, 19, bd Henri IV, 75004, Paris. Annual.
March 2-9. S.I.M.A.—Int'l Agricultural Machinery & Leisure Power Cultivation-Gardening Shows. Parc des Expositions, Porte de Versailles. M. A. Grimaud, 95, rue Saint-Lazare, 75441 Paris. Annual.
March 10-16. Int'l Audio Festival. Societe pour le Diffusion des Sciences et des Arts (S.D.S.A.), 14, rue de Presles, 75740 Paris. Annual.
Apr. 2-8. AVEC—Int'l Audiovisual & Communication Exbn. Parc des Expositions, Porte de Versailles. S.D.S.A., address same as above. Annual.
Apr. 2-8. Int'l Electronic Components Exbn. Parc des Expositions, Porte de Versailles. S.D.S.A., address same as above. Annual.
Apr. 5-9. Int'l Confectionery, Chocolate, Biscuit Trade Exbn. Parc des Expositions, Porte de Versailles. M. Guy Urbain, 48, avenue de Villiers, 75847 Paris. Annual.

Apr. 5-10. Int'l Fur Industries Show. Parc des Expositions, Porte de Versailles. Salon des Industries de la Fourrure, 7, rue Copernic, 75782 Paris. Annual.
Apr. 5-10 and Oct. 18-23. Int'l Ladies' Ready-to-Wear Clothing Exbn. Parc des Expositions, Porte de Versailles. M. Bruno du Roselle, 69, rue de Richelieu, 75002 Paris. Biannual.
Apr. 6-9. SIFBIHOR—Int'l Week of Tableware, Jewelry, Watchmaking, & Precious Metals Work. Parc des Expositions, Porte de Versailles. M. Guy Marion, 32, rue de Paradis, 75010 Paris. Annual.
Apr. 7-12. MECANELEM—Int'l Exbn. of Hydraulic, Pneumatic & Mechanical Transmissions & Components for Machine and Equipment Construction. Palais de la Defense, Puteaux. C.F.E.—MECANELEM, 40, rue du Colisee, 75008 Paris. Biennial.
Apr. 21-26. Int'l Radio & Television Show. Societe pour la Diffusion des Sciences et des Arts (S.D.S.A.), 14, rue de Presles, 75740 Paris.
May 12-17. Int'l Surface Treatment & Industrial Finishes Exbn. Palais de la Defense, Puteaux. M. Emmanuel Ollive, 40, rue du Colisee, 75008 Paris. Biennial.
May 30-June 8. Int'l Aeronautics & Space Show. Le Bourget Airport (N. suburbs of Paris). M. S. Dassault and M. H. Lafont, 4, rue Galilee, 75116 Paris. Biennial.
Sept. 6-9. Int'l Leather Week. Parc des Expositions, Porte de Versailles. Commissariat General, 2, rue Edouard-VII, 75009 Paris. Annual.
Sept. 18-26. SICOB—Int'l Exbn. of Data Processing, Communication & Office Organization. Palais de la Defense, Puteaux. M. M. Hermieu and M. R. Minguet, 6, place de Valois, 75001 Paris. Annual.
Oct. 12-20. EQUIP'HOTEL—Int'l Technical Hotel, Coffee House, & Catering Equipment Exbn. Parc des Expositions, Porte de Versailles. M. A. Willard, 13, rue de Liege, 75009 Paris. Annual.
Nov. 8-16. Int'l Photographic, Cinematographic & Optical Exbn. Parc des Expositions, Porte de Versailles. M. Marcel Rondeau, 5 bis, rue Jacquemont, 75017 Paris. Biennial.
Nov. 17-24. EQUIP'MAG — Int'l Retail Trades Equipment Show. Parc des Expositions, Porte de Versailles. M. Guy Devos, 42, rue du Louvre, 75001 Paris. Biennial.
Nov. 20-30. BATIMAT—Int'l Building Exbn. Parc des Expositions, Porte de Versailles. M. P. Le Prince, 1, avenue Niel, 75017 Paris. Biennial.
Dec. 2-10. Int'l Handling Equipment Exbn. Palais de la Defense, Puteaux. M. E. Ollive, Salon de la Manutention, 40, rue du Colisee, 75008 Paris. Biennial.

German Democratic Republic

Leipzig

March 9-16 and Aug. 31-Sept. 7. Leipzig Fair. Special-purpose machinery, packaging, plastics machinery, advanced textile production, and ready-made outerwear. Leipzig Fairground and Messehaus Bugra. Leipzig Fair Authority, DDR-701 Leipzig, Postfach 720. Biannual.

Germany, Federal Republic of

Berlin

(Berlin fairs are held at Municipal Fair Grounds. Sponsor is Ausstellungs-Messe-Kongress-GmbH, Berlin, 1 Berlin 19, Messedamm 22.)
Jan. 24-Feb. 2. Int'l Green Week. Annual.
March 1-9. Int'l Tourism Exchange. Annual.
Apr. 6-9 and Oct. 12-15. 13th and 14th Interchic Berlin Fashion Fairs. Biennial.
Aug. 29-Sept. 7. Int'l Radio & Television Show.

Cologne

(Fairs are held at the Cologne Fairgrounds. Unless otherwise indicated, sponsor is Messe- und Ausstellungs-GmbH., 5 Koeln 21, Postfach 210760.)
Feb. 3-7. ISM-Int'l Sweets & Biscuits Fair. Annual.
Feb. 13-16. Int'l Hardware Fair. Annual.
Feb. 14-16. Int'l Housewares Fair. Annual.
Feb. 21-23 and Aug. 22-24. Int'l Men's Fashion Week. Biannual.
March 2-5. DOMOTECHNICA—Int'l Household Machines & Electrical Appliances Fair. Annual.
March 7-16. West German Art Fair. Annual.
March 14-16 and Oct. 10-12. FUER DAS KIND—Int'l Children's Clothing & Baby Articles Fair. Biannual.
May 8-11. Roofers Trade Exbn. Annual.
May 22-27. Surveying Week 1975. Deutscher Verein fuer Vermessungswesen e.V. (DVW), Deutscher Marktscheider-Verein e.V. (DMV), 5 Koeln 1, Brueckenstr. 19. Every 25 years.
June 4-7. INTERZUM, 9th Int'l Fair of Accessories, Materials & Machinery for Furniture Production, Interior Finishing & Decoration. Biennial.
Sept. 13-18. ANUGA—Int'l Exposition of Fine Foods & Provisions. Biennial.
Sept. 27-30. SPOGA—Int'l Fair of Sports Goods, Camping Equipment, & Garden Furniture. Annual.
Sept. 27-30. Int'l Horticulture Trade Fair. Annual.
Oct. 21-24. ORGATECHNIC—Exbn. for Organization & Technology in Office & Factory.
Nov. 5-8. Int'l Exbn. of Sports Facilities & Bath Installations.

Dortmund

Apr. 20-21. Trade Exbn. for Hairdressers. Westfalenhalle. Ausstellungs- und Werbegemeinschaft des Friseurhandwerks GmbH., Westfalenhall GmbH., 46 Dortmund, Rheinlanddamm 200. Annual.
Nov. 6-9. 5th Regional Weapons & Antiques Show. Sponsor and address same as above. Annual.

Duesseldorf

(Fairs are held at the Duesseldorf Fairgrounds. The initials DM indicate a recurring fair organizer, sponsor and address: Duesseldorfer Messegesellschaft mbH.-NOWEA, 4 Duesseldorf 30, Postfach 320203.)
Jan. 18-26. BOOT '75. 6th Int'l Boat Show. DM. Annual.
Feb. 14-18. EUROSHOP—5th Int'l Modern Shopfitting & Display Fair. DM. Quadrennial.
Feb. 20-26. IMPRINTA '75—Printing from copy to form. DM. Every 3-4 years.
March 9-12, Apr. 20-24, Sept. 7-10, and Oct. 26-30. IGEDO—104th to 107th Int'l Fashion Fair. IGEDO-Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstr. 28. 4 times a year.
March 22-24 and Sept. 20-22. GDS—39th and 40th European Footwear Sample Display. DM. Biannual.
May 9-15. INTERPACK'75—Int'l Fair for Packaging Machines, Packaging Material, & Confectionery Machinery. DM. Every 2-3 years.
June 18-22. INTERHOSPITAL '75—6th Int'l Hospital Fair. DM. Biennial.
Sept. 7-10. IGEDO-DESSOUS—2nd Int'l Fair for Lingerie, Foundation Garments, Underwear, & Swimwear. IGEDO, Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstrasse 28. Annual.
Sept. 18-21. IGB—Int'l Trade Fair for Building Cleaning and Factory Hygiene. DM. Annual.
Autumn. Mobile Homes Fair. DM. Annual.
Oct. 7-14. K'75—Int'l Trade Fair for Plastics and Rubber. DM. Quadrennial.
October/November. Industrial Safety & Factory Hygiene Fair. DM. Annual.
November. IKI—Int'l Market for Contemporary Art. DM. Annual.
Nov. 19-23. DIAGNOSTICA und THERAPEUTICA—Medical Technology Exposition. Deutsche Gesellschaft zur Foerderung der Medizinischen Diagnostik e.V. 7 Stuttgart 70, Hans-Neuffer-Weg 2. Annual.

Duisburg

March 1-9. FREIZEIT '75—Do-it-yourself and Leisure Exposition. Duisburg Mercatorhalle. Duisburger Betriebs GmbH.-Mercatorhalle, Standvermietung und Werbeberatung, Herr Erwin Wallner, 41 Duisburg, Michaelstr. 24. Annual.
Oct. 4-10. Family Exbn. Duisburg Mercatorhalle, address same as above..

Essen

(All shows held in Grugahalle. Sponsor and address for each: AMGE Ausstellungs-und Messe-Gesellschaft mbH., 43 Essen 1, Norbertstr. 56.)
Jan. 25-Feb. 2. DEUBAU '75—7th German Building Trade Fair & Int'l Building Congress. Biennial.
Feb. 19-23. EQUITANA '75—3rd Int'l Special Exbn. of Equestrian Sports, Leisuretime Riding, and Care of Horses. Biennial.
March 15-23. Railroad & Highway Exbn. Every 5 years.
Apr. 5-14. Camping '75—22nd Camping Exbn. and 18th Int'l Boat Show. Annual.
Apr. 8-9. Power Station & Environment '75—Conference and special display. Annual.
May 1-11. DELA—German Exbn. for Aerial Sport. Biennial.
June 14-22. TRIMMYLAND—1st Physical Fitness & Sports Exbn.
Sept. 27-Oct. 5. 14th Int'l Caravan Exbn. Annual.
Nov. 11-Dec. 7. 8th Int'l Sporting & Racing Car Show. Annual.

Frankfurt

(The initials MA indicate a recurring fair organizer address: Messegelande, Friedrich Ebert Anlage. Messe-und Ausstellungsgesellschaft mbH, 6000 Frankfurt/Main, Friedrich Ebert Anlage 57.)
Jan. 8-12. Int'l Trade Fair for Home Furnishing Textiles, Floor Coverings and Household Textiles. MA. Annual.
Feb. 23-27. Int'l General Consumer Goods Fair. MA. Annual.
March 19-23. 8th Int'l Exbn. of Sanitation-Heating-Airconditioning. MA. Biennial.
Apr. 23-27. Int'l Fur Fair. Messegelande, Friedrich Ebert Anlage. Frankfurter Rauchwaren-Messe GmbH, 6000 Frankfurt/Main, Bettinaplatz 1. Annual.
May 12-15. Interstoff—Int'l Clothing Textiles Trade Fair. MA. Annual.
Aug. 24-27. Int'l General Consumer Goods Fair. MA. Annual.
Sept. 11-21. Int'l Motor Show & Automotive Exbn. Messegelande, Friedrich Ebert Anlage. Verband der Automobil Industrie e.V. (VDA), 6000 Frankfurt/Main, Westendstr. 61. Biennial.
Oct. 9-14. Frankfurt Book Fair. Messegelande, Friedrich Ebert Anlage. Ausstellungs- und Messe GmbH des Borsenvereins des deutschen Buchhandels, 6000 Frankfurt/Main, Kleiner Hirschgraben 10/12. Annual.
Nov. 18-21. Interstoff—Int'l Clothing Textiles Trade Fair. MA. Annual.

Friedrichshafen

June 2-6. Internationale Bodensee-Messe. IBO Fairgrounds Riedlepark. Internationale Bodensee-Messe GmbH, D-7990 Friedrichshafen, Riedlepark-Ost. Annual.
Sept. 27-Oct. 5. Interboot—International Boat Fair. Address same as above. Annual.

Hamburg

(Shows are at Hamburg Messe and Congress GmbH Fairgrounds and sponsored by Hamburg Messe und Congress GmbH, 2 Hamburg 36, Jungiusstrasse.)

Feb. 22-March 2. Camping-Caravan Exbn. Annual.

March 13-19. Internorga—Int'l Trade Fair for Hotel, Catering, & Bakery Trade. Annual.

Oct. 18-26. Int'l Boat Show. Annual.

Hanover

Apr. 16-24. Hanover Industrial Fair 1975. 3 Hannover-Messegelaende. Deutsche Messe- und Ausstellungs-AG, 3 Hanover, Messegelaende. Annual.

Muenster/W.

Sept. 12-23. BUERO '75—Office Equipment Exbn. Muensterlandhalle. Halle Muensterland GmbH., 44 Muenster/W., Albersloher Weg 32. Biennial.

Munich

(All fairs listed held at Munich Fairgrounds. The initials MA indicate a recurring fair organizer address: Muenchener Messe-und Ausstellungsgesellschaft mbH, D-8000 Muenchen 2, Theresienhoehe 13.)

Feb. 1-9. CARAVAN & BOOT—6th Exbn. of Caravans, Boats & Accessories. MA. Annual.

Feb. 15-18. ISPO—Int'l Sporting Articles Fair. Munich Fairground. MA. Annual.

March 15-23. IHM—27th Int'l Handicraft Fair. GHM—Gesellschaft fuer Handwerkssausstellungen und-messen mbH, D-8000 Muenchen 2, Theresienhoehe 14. Annual.

Apr. 6-10 and Oct. 5-9. Fashion Week. Mode - Woche - Muenchen GmbH, D-8000 Muenchen 2, Theresienhoehe 15. Biennial.

Apr. 26-29. 2nd Int'l Trade Fair for Watches, Clocks, Jewelry, and Silverware. MA. Annual.

June 6-12. IFAT—4th Int'l Sewage and Refuse Engineering Exbn. with European Symposium EAS. MA. Triannual.

June 24-27. LASER '75—Opto-Electronik. Int'l seminars and exhibition. MA. Biennial.

Oct. 27-31. SYSTEMS—Int'l Symposium, Seminars and "Computer Systems and their Application." MA. Biennial.

Nov. 11-14. VISODATA—Media Systems in Education—Congress and special exhibition. MA. Biennial.

Nov. 21-26. IGAFA—8th Int'l Exbn. of Hotel and Catering Trades. MA. Biennial.

Nuremberg

Feb. 1-7. 26th Int'l Toy Fair. Nuernberg Fairgrounds. Spielwarenmesse e.G., D-8500 Nuernberg, Messezentrum. Annual.

Offenbach/Main

Feb. 22-27 and Aug. 23-27. Int'l Leathergood Fair. Messegelande, Kaiserstrasse. Offenbacher Messegesellschaft mbH, 605 Offenbach/Main, Kaiserstrasse 110. Biennial.

Remscheid

May 24-June 1. Regional and World Photography Exbn. Schuetzenplatz Remscheid An der Schuetzenstrasse. Frau Plasberg, Ausstellungs-leitung, 5630 Remscheid, Theodor-Heuss-Platz 3. Every 3 years.

Stuttgart

Jan. 25-Feb. 2. CMT '75—Int'l Trade Fair for Camping Equipment, Motoring and Tourism, Killesberg Fairgrounds, Stuttgarter Austellungs-GmbH, D-7000 Stuttgart 1, P.O.B. 990. Annual.

May 14-17. Medicine-Technique. Killesberg Fairgrounds. Gesellschaft fuer Biomedizinische Technik e.V. Stuttgarter Ausstellungs GmbH, address same as above.

June 5-8. Int'l Shutters and Blinds Trade Fair. Killesberg Fairgrounds. Bundesverband Deutscher Rolladanhersteller e.V., D-5160 Dueren, P.O.B. 210, Biennial.

Sept. 4-10. Intervitis—Int'l Wine Growers' Trade Fair. Killesberg Fairgrounds. Deutscher Weinbauverband e.V., D-5300 Bonn, Heussallee 26. Triannual.

Greece

Athens

March 1-6. 16th Exbn. of shoes, leather, and leather articles. Greek Shoe and Leather Organization.

Thessaloniki

(All fairs listed for Thessaloniki are held at the Thessaloniki Fair Grounds, write: Conseil Administrative de la Foire International de Thessaloniki, Thessaloniki.)

Jan. 19-25. THESSCONEX—Building Material Exbn. Jointly with London Int'l Bldg. Exbn. Annual.

March 20-23. 3rd Int'l Fur Trade Fair. Annual.

June 5-9. 3rd Int'l Marble Fair. Marble in blocks and processed. Annual.

Aug. 31-Sept. 21. 40th Int'l Trade Fair of Thessaloniki. Annual.

Guatemala

Guatemala City

(All fairs listed for Guatemala City are held at the Parque de la Industria, Guatemala City, write Comite Permanente de Exposiciones (COPREX), 8a. Calle 2-33, Zona 9, Guatemala City, Attn: Mario Castillo S.)

February-March (tentative). EXPOMOVIL—The wheel, the motor and the sail.

July or August. Feria del Hogar. Housewares.

Oct. 31-Nov. 17. INTERFER '75. Light industry fair. Biennial.

Quezaltenango

Sept. 15. 92nd Feria de la Independencia. Fair Committee and COPREX, 8a. Calle 2-33, Zona 9, Guatemala City, Attn: Mario Castillo S., President. Annual.

Honduras

San Pedro Sula

June 29. Feria Juniana. General light industry. Municipality of San Pedro Sula, Avenida de Circunvalacion. Annual.

Tegucigalpa

March. Feria Nacional Ganadere e Industrial. General agricultural and industrial equipment. National Assn. of Cattle Growers and Farmers of Francisco Morazan, Colonia Palmira, 3a. Calle y 1a. Avenida B 301, Tegucigalpa, D.C. Every 5 years.

Hong Kong

Oct. 18-Nov. 2. American Fortnight. American Chamber of Commerce, 322 Edinburgh House.

Hungary

Budapest

(All events will be held at the Kobanya Fair Grounds, write: HUNGEXPO, P.O. Box 44, H-1441 Budapest.)

March 20-26. AUTOSERVICE—3rd Int'l Exbn. of Vehicle Maintenance and Service Station Equipment. Biennial.

Apr. 22-27. HUNGAROPLAST—7th Int'l Plastics Industry Exhibit. Annual.

May 21-29. Budapest Int'l Spring Fair. Capital goods. Annual.

Aug. 29-Sept. 14. Int'l Agricultural Exbn. & AGROMASEXPO. Livestock, commodities, agricultural machinery. Held every 5 years.

Oct. 15-23. Budapest Int'l Fall Fair. Consumer goods. Annual.

Oct. 15-23. Int'l Trade and Catering Exbn.

Nov. 12-18. LIMEXPO—2nd Int'l Textile, Clothing, Leather & Shoe, Laundry & Cleaning Industries Exbn. Annual.

Iran

Tehran

(Fairs will be held at the International Fairgrounds in North Tehran. Sponsor is the Iran International Fairs and Exhibitions Corp., Ettelaat Bldg., Avenue Khayyam, Tehran.)

May 5-11. EPC '75—Energy & Petrochemical Engineering Exposition.

June 20-25. CONSTRUCTION '75.

Sept. 16-27. Tehran Int'l Trade Fair. Consumer & industrial goods.

Oct. 31-Nov. 1. Packaging & Printing Exbn.

Oct. 31-Nov. 6. AGWA—Agriculture, Water, Food.

Iraq

Baghdad

Oct. 1-21. Baghdad Int'l Fair. Contact A.M.K. Al Kaissi, Director General and Chairman of the Board of Directors, Iraq Fairs Administration, Al Mansour, Damascus St., Baghdad. Annual.

Israel

Tel Aviv

Apr. 21-24. IEEE Conference & Exbn. Mainly electronic and electrical equipment and components. Tel Aviv Fair Grounds. Institute of Electrical and Electronic Engineers (Israel), P.O. Box 29234, Tel Aviv. Biennial.

May 20-27. Technology '75—Tel Aviv Int'l Trade Fair. Tel Aviv Fair Grounds. Yerid Hamizrakh Exhibitions Co. Ltd., P.O.B. 21075, Tel Aviv 61210. Biennial.

Oct. 7-14. ISSPRO—Int'l Safety, Security and Protection Exbn. Tel Aviv Fair Grounds. Sponsor and address same as above.

Italy

Ancona

June. Int'l Fair of Ancona. Fishing & Sea Sport. Ente Autonomo Fiera di Ancona, Ancona. Annual.

Bari

April. EXPOSPORT—Int'l Fair of Sports & Leisure Time. Ente Autonomo "Fiera del Levante," Bari. Annual.

May-June. MOBILEVANTE—Int'l Fair of Furniture & Interior Decoration. Address same as above. Annual.

September. EDILEVANTE. Int'l Fair of Materials & Equipment for the Construction Industry. Address same as above. Annual.

September. Fiera del Levante. Int'l Samples Fair. Address same as above. Annual.

Bologna

(For Bologna fairs, write: Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna.)

March 7-10. MODA DELLA CALZATURA—Int'l Show of Footwear Fashion. Annual.

Apr. 4-8. Int'l Children's Book Fair. Exbn. of School Publishing Industry. Annual.

April-May. COSMOPROF—Int'l Perfumery & Cosmetics Show. Annual.

May-June. Int'l Samples Fair. Annual.

May 28-June 8. SIA—Int'l Food Show. Annual.

October. SAIE—Int'l. Exbn. of Industrialization in Building. Annual.

November. EIMA—Int'l Show of Farm Machinery Industries. Annual.

Bolzano

September. Int'l Samples Fair. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

Calenzano

September. Int'l Caravaning Show. Federazione Italiana del Campeggio e del Caravaning, Casella Postale 255, Florence. Annual.

Florence

April-May. Int'l Handicrafts Show & Market.

Ente Autonomo Mostra dell'Artigianato, Piazza della Liberta', Florence. Annual.
September. Florence Samples Fair & Int'l Footwear, Leather Goods & Leather Show. Campionaria di Firenze, Via Valfonda 9, Florence. Annual.

Foggia

April-May. Int'l Agricultural & Livestock Fair. Ente Autonomo "Firea di Foggia," Via Dante Alighieri 27, Foggia. Annual.

Genoa

March 15-23. Int'l Novelty-Gift Fair, Int'l Travel & Holiday Show, and Int'l Caravan-Camping Exbn. Fiera Internazionale di Genoa, Piazzale, F. G. Kennedy, 16129 Genoa, Annual.
Apr. 25-May 1. Hunting & Fishing Fair. Address same as above. Annual.
Oct. 17-27. Int'l Boat Show & SIAS—Int'l Underwater Equipment Exbn. Address same as above. Annual.
Nov. 15-23. TECNHOTEL—Int'l Hotel & Tourist Equipment Exbn.; BIBE — Int'l Wines, Spirits & Beverages Exbn. Address same as above. Annual.

Messina

August. Int'l Samples Fair. Ente Autonomo Fiera di Messina, Messina. Annual.

Milan

Jan.-Feb. Int'l Toy Show. Salone Internazionale del Giocattolo, Via Cassiodoro 3, Milan. Annual.
Feb. 8-12. INTEL '75—First Exbn. of Electrical Engineering. ANIE, Associazione Nazionale Industrie Elettrotechniche, Via Luciano Manara 1, 20122 Milan.
Feb. 8-12 and Sept. 4-8. MACEF—Int'l Exbn. of Household Goods, Glassware, Ceramics, Hardware & Tools. MACEF, Via Solferino 25, Milan. Biannual.
March 15-23. SICOF — Motion Picture, Photographic & Optical Equipment Show. SICOF, Via Tiziano 19, Milan. Annual.
March. Int'l Heating, Air-Conditioning, Refrigeration, Plumbing & Sanitary Equipment Exbn. & Convention. Mostra Convegno Riscaldamento ecc., Via Fratelli Bressan 2, Milan. Annual.
March and October. MIAS—Int'l Sporting Goods Show. Mostra Internazionale dell' Articolo Sportivo, Via Petitti 16, Milan. Biannual.
March. COMIS-PEL — Int'l Furs Show. COMIS, Piazzale Cadorna 2, Milan. Annual.
April. Int'l Samples Fair. Ente Autonomo Fiera di Milano, Via Domodossola, Milan. Annual.
May and Nov. MITAM—Int'l Exbn. of Fabrics & Wearing Apparel. MITAM, Galleria S. Babila 4/d, Milan. Biannual.
May. MITAM-ARREDAMENTO — Int'l Show of Rugs & Upholstery Fabrics. MITAM, Galleria S. Babila 4/d, Milan. Annual.
May 10-13. Int'l Optics, Opthometry, & Opthalmology Exbn. MIDO, Via Petitti 16, 20149 Milan. Annual.
September. Int'l Music and High Fidelity Show. Salone Internazionale Musica e High Fidelity, Corso Buenos Ayres 1, Milan. Annual.
September. Int'l Furniture Show. Salone Internazionale de Mobile, Corso Magenta 96, Milan. Annual.
September. SMAU—Int'l Show of Office Machinery, Furniture & Equipment. Associazione Nazionale Commercianti Macchine e Forniture per Ufficio, Piazza Belgioioso 1, Milan. Annual.
Sept. 4-8. CHI-BI d'AUTUNNO '75—Int'l Knick Knacks, Costume Jewelry, Stationery, & Giftware Show. Salone della Chincaglieria, Bigiotteria, Cartoleria e Articoli da Regalo, Via Biumi 14, Milan. Annual.
Sept. 6-9. MICAM—Int'l Footwear & Allied Products Exbn. ANCI, Via Dogana 1, 20123, Milan.
Sept. 27-30. INTERSAN—Int'l Show of Orthopedic, Sanitary, Surgical, Physioelectromedical, Corsetry & Sanitary Items for Infants. INTERSAN, Via Nirone 2/a, Milan. Annual.
Oct. 6-15. ITMA—Int'l Textile Machinery Exbn. Comitato Organizzatore ITMA '75, via Baracchini 16, 20100 Milan. Quadrennial.
October. EXPO-'75—Int'l Show of Commercial Tourism Facilities & Equipment. Associazione Nazionale Commercianti, Piazza Belgioioso 1, Milan. Annual.
Nov. 6-12. RICH-MAC — Int'l Chemistry Exbn. & MAC-'75—Int'l Show of Industrial Chemical Processing Equipment. MAC-'75, Via Tiziano 19, Milan. Annual.
Nov. 20-24. PARVIV '75—Civil & Industrial Floor & Wall Coverings Exbn. & Meeting. PARVIV, via Paolo di Cannobio 9, 20122 Milan. Annual.
November. Cycle & Motorcycle Int'l Show. Esposizione Internazionale de Ciclo e del Motociclo, Via Macchi 32, Milan. Annual.
November. SIMEI—Int'l Exbn. of Winery Equipment & Machinery & Bottling Equipment. Centro Tecnico Italiano dell'Imbottigliamento, Largo Toscanini1, Milan. Biennial.

Naples

(For Naples fairs, write: Ente Autonomo "Mostra dell'Oltremare", Piazza Vincenzo Tecchio, Q.P. 419, 80125 Naples.)
Jan. 25-Feb. 2. EXPOSUD HOTEL—Hotel & Allied Tourist Industry Equipment Exbn. Annual.
March. MOBILSUD—Int'l Furniture Show for South Italy & Overseas. Annual.
May. SIR—Int'l Giftware Exbn. Annual.
June. Fiera Internazionale della Casa. Annual.
Oct.-Nov. OPTICA—Int'l Optical, Engineering & Photographic Exbn. Biennial.

Padua

May-June. Int'l Samples Fair. Ente Autonomo Fiera di Padova, Via N. Tommaseo 59, Padua. Annual.
Oct. 1-5. TRAMAG '75—Int'l Exbn. of Mechanical Handling, Storage, Containerization, & Distribution. Address same as above. Annual.

Palermo

May 24-June 8. Fiera del Mediterraneo. Int'l Samples Fair. Ente Autonomo "Fiera del Medditerraneo," Piazza Generale Cascino, Palermo. Annual.

Parma

May 3-8. Int'l Dairy Industrial Exbn. Ente Autonomo Mostra delle Conserve Alimentari, P.O. Box 31, Parco Ducale, 43100 Parma. Biennial.
September. Int'l Show of the Preserved-Food Industries. Ente Autonomo "Mostra Internazionale delle Conserve Alimentari." Palazzo Ducale, Parma. Annual.

Piacenza

April. SIBA—Int'l Exbn. of Buttons & Allied Products. Ente Autonomo "Mostra di Piacenza," Galleria della Borsa 35/e, Piacenza. Annual.

Reggio Calabria

March. Int'l Fair of Citrus Fruit Activities, Concentrated Perfumes & Essential Oils. Azienda Autonoma "Fiera di Reggio Calabria," Reggio Calabria. Annual.

Rimini

February. Int'l Exbn. of Foods for Hotels. Salone Internazionale, Via della Fiera, Rimini (Forli'). Annual.
December. Int'l Exbn. of Hotel Equipment. Address same as above. Annual.

Rome

March 11-23. Int'l Electronic, Nuclear, Television, Radio & Motion Picture Exbn. Rassegna Internazionale Elettronica, Via Crescenzio 9, Rome. Annual.
October. EXPO-DENTAL '75—Int'l Exbn. of Dental Materials & Equipment. UNIDI, Via Fratelli Ruffini 9, 20123 Milan. Annual.
Oct. 4-12. Int'l Do-It-Yourself Exbn. Ralzioni Pubbliche Informazioni S.r.l., Via Isonzo 25, Rome. Annual.
December. NATALE OGGI (Christmas Today). Int'l exposition and sale of gift items. Address same as above. Annual.

Trieste

May. TECNOMAR. Int'l exbn. Ente Autonomo "Fiera di Trieste," Piazzale A. De Gasperi 1, Trieste. Annual.
June. Int'l Samples Fair. Address same as above. Annual.

Turin

February and September. SAMIA — Int'l Ready-Made Clothing Show & MODA SELEZIONE—Int'l Show of Selected Fashions & Luxury Ready-to-Wear. Salone Mercato Internazionale dell'Abbigliamento, Corso Massimo D'Azeglio 15, Turin. Biannual.
Feb. 27-March 10. VACANZE—Int'l Vacation & Travel Show. Salone Internazionale delle Vacanze e del Turismo, Corso Massimo D'Azeglio 15, Turin, Annual.
March 27-Apr. 9. CASA '75—Int'l Exbn. of the Domestic Arts. Salone Internazionale delle Arti Domestiche, Corso Massimo D'Azeglio 15, Turin. Annual.
May 14-18. AUTOMOTOR—Int'l Exbn. & Market for Automotive Replacement Parts, Accessories & Equipment. Salone Internazionale dell'Automobile, Corso Galileo Ferraris 61, Turin. Biennial.
Sept. 27-Oct. 6. Int'l Technical Show. Calone Internazionale della Technica, Corso Massimo D'Azeglio 15, Turin. Biennial.
Sept. 27-Oct. 6. MONTAGNA '75—Int'l Mountain Show. Address same as above. Annual.
Nov. 1-9. Int'l Exbn. of Industrial Vehicles. Salone Internazionale dell'Automobile, Via Galileo Ferraris 61, Turin. Biennial.

Verona

Feb. 9-16. SA.MO.TER.—Int'l Earth Moving & Building Machinery Exbn. Ente Autonomo "Fiera di Verona," Casella Postale N. 525, Verona. Annual.
March 16-23. Int'l Agricultural & Livestock Fair & Farm Machinery Exbn. Address same as above. Annual.

Vicenza

Jan. 19-25 and in June. Int'l Show of Goldsmiths' Products Jewelry & Silverware. Ente "Fiera di Vicenza," Contra' Mure, Porta Nova 3, Vicenza. Biannual.

Japan

Nagoya

Apr. 18-23. '75 All Japan Best Machine Show. Nagoya Fukiage Hall. Nikkan Kogyo Shimbun, Nagoya Branch, Takaracho 1-chome, Naka-ku, Nagoya. Annual.
May 16-21. 13th All Japan Machine Tool Show. Nagoya Int'l Fairgrounds. The Machinery Industry News, Ltd., Yamashita Bldg., 2-1, Yokota-cho, Atsuta-ku, Nagoya. Annual.
June. 20th Business Machine Show. Nagoya Fukiage Hall. Chubu Office Mechanization Association, Chukei Bldg., 1-24, Hijie-cho-, Nakamarua-ku, Nagoya. Annual.
September. Nagoya Plastics Show. Nagoya Fukiage Hall. Nikkan Kogyo Shimbun, Nagoya Branch, Takara-cho 1-chome, Naku-ku, Nagoya. Annual.
Oct. 5-10. 22nd Japan Machinery Fair. Nagova Int'l Fairgrounds Chubu Woodwork-Assn., 18 Umabashiri, Chigusa-cho, Chigusa-ku, Nagoya. Annual.

October. Woodworking Machinery Show. Nagoya Int'l Fairgrounds. Chubu Woodworking Machinery Manufacturers Assn., 5-36, Iwaida, Naka-ku, Nagoya. Biennial.
October. 5th All Japan Anti-Pollution Devices Exbn. Nagoya Fukiage Hall. Commerce Dept., Nagoya City Office, 3-1-1 Sannomaru, Naka-ku, Nagoya. Annual.
Nov. 1-4. '75 Chubu Electronics Show. Nagoya Fukiage Hall. Chubu Electronics Promotion Assn., 3-24, Rokuban-cho, Atsuka-ku, Nagoya. Annual.

Osaka

Feb. 20-22. Osaka Pack '75—Osaka Int'l Packaging Exbn. Osaka Int'l Trade Fair Hall. Japan Packaging Institute, Osaka Branch, 58, Hashizume-cho, Honmachi, Higashi-ku, Osaka. Annual.
April 25-29. '75 Osaka Int'l Environmental Improving Equipment Show. Osaka Trade Fair, Minato Fairgrounds. Nikkan Kogyo Shimbun, Osaka Branch, 2-1, Maeno-cho, Kyobashi, Higashi-ku, Osaka. Annual.
May 8-13. '75 Osaka Excellent Machinery Fair. Osaka Int'l Trade Fair, Minato Fairgrounds. Nikkan Kogyo Shimbun, Osaka Branch, 2-1, Maeno-cho, Kyobashi, Higashi-ku, Osaka. Annual.
Aug. 20-24. '75 Int'l Japan Welding Show. Osaka Int'l Trade Fair, Minato Fairgrounds. Japan Welding Engineering Society, Sanpo, Inc., 1-10-7, Hamamatsu-cho, Minato-ku, Tokyo. Biennial.
Sept. 1-7. '75 Osaka Mechanical Automation Show. Osaka Int'l Trade Fair, Minato Fairgrounds. Nikkan Kogyo Shimbun, Osaka Branch, 2-1, Maeno-cho, Kyobashi, Higashi-ku, Osaka. Annual.
Sept. 19-23. Japan Pack '75—Japan Int'l Packaging Exbn. Osaka Int'l Trade Fair, Minato Fairgrounds. Japan Packaging Machinery Manufacturers Assn., 2nd Nano Bldg., 2-20-1, Nishi-Shimbashi, Minato-ku, Tokyo. Biennial.
Oct. 1-7. '75 Japan Electronics Show. Osaka Int'l Trade Fair, Minato Fairgrounds. Electronic Industrial Assn. of Japan, Tosho Bldg., 3-2-2, Marunouchi, Chiyoda-ku, Tokyo. Biennial.
October. 51st Business Show. Osaka Int'l Trade Fair, Minato Fairgrounds. Nippon Office Management Assn., Osaka Science Museum, 1-118, Utsubo, Nishi-ku, Osaka. Annual.
Nov. 5-10. '75 Osaka Int'l Anti-Pollution Exbn. & '75 Surface Treatment General Exbn. Osaka Int'l Trade Fair, Minato Fairgrounds. Nihon Kogyo Shimbun, Osaka Branch, 27, Umeda-cho, Kita-ku, Osaka. Annual.

Tokyo

Jan. 22-25. INTERNEPCON, Japan '75—Int'l Electronic Production Equipment Exbn. Tokyo Int'l Trade Center, Harumi Fairgrounds. Industrial and Scientific Conference Management, Inc., Kokado Bldg., 1-3-18, Akasaka, Minato-ku, Tokyo, or 222 West Adams St., Chicago, Ill. 60606. Annual.
Feb. 5-9. Int'l Health Fair '75. Tokyo Int'l Trade Center, Harumi Fairgrounds. Int'l Industry Fair Council, YH Bldg., 1-36-1, Higashi Ikebukuro, Toshima-ku, Tokyo. Annual.
March 4-8. 19th Japan Refrigeration & Air-Conditioning Exbn. Tokyo Int'l Trade Center, Harumi Fairgrounds. Japan Refrigeration and Air-Conditioning Industry Assn., 6-15-2, Ginza, Chuo-ku, Tokyo. Annual.
March 12-15. 9th Self-Service Fair. Tokyo Oroshiuri Center. Japan Self-Service Assn., Goto Bldg., 12, Akefune-cho, Nishikubo, Shiba, Minato-ku, Tokyo. Annual.
March 14-18. '75 In'tl Hotel & Restaurant Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba-Koen, Minato-ku, Tokyo. Annual.
March 14-19. '75 Tokyo Int'l Anti-Pollution Exbn. & '75 3rd Security & Safety Equipment Exbn. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nihon Kogyo Shimbun, 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Annual.
Apr. 19-21. '75 Camping Car & Camp Show. Meiji Shrine Art Gallery Plaza, Tokyo. Japan Auto-Camp Assn., New Ueno Bldg., 1-24, Yotsuya, Shinjuku-ku, Tokyo. Annual.
Apr. 21-30. 11th Tokyo Int'l Trade Fair. General industrial equipment, consumer goods, sundries. Tokyo Int'l Trade Center, Harumi Fairgrounds. Tokyo Int'l Trade Fair Commission, 4-16, Harumi, Chuo-ku, Tokyo. Biennial.
May 13-17. Techno '75, Tokyo. General industrial technical know-how. Science Museum, Tokyo. Nihon Kogyo Shimbun, 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Annual.
May 14-20. '75 Modern Hospital Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nippon Office Management Assn., Seikyo Kaikan, 4-1-13, Sendagaya, Shibuya-ku, Tokyo. Annual.
May 14-20. 50th Business Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nippon Office Management Assn., address same as above. Annual.
May 21-25. 14th Metal Finishing MET Show. Tokyo Industrial Center, Ohtemachi Hall (tentative). Metal Finishing Society of Japan, Kyodo Bldg., 2, Kanda Iwamoto-cho, Chiyoda-ku, Tokyo. Annual.
June 3-8. '75 Int'l Mechanical Handling Exbn. & 3rd Frozen Foods Industrial Equipment Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba Koen, Minato-ku, Tokyo. Annual.
June 5-8. J.P.C.A. '75—Japan Printed Circuit Assn. Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Japan Printed Circuit Assn., Yoshida Bldg., 21, Shiba Kamiya-cho, Minato-ku, Tokyo. Annual.
June 13-17. '75 Automatic Control Equipment Show and '75 Labor Saving Machines Exbn. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nikkan Kogyo Shimbun, 1-8-10, Kudan Kita, Chiyoda-ku, Tokyo. Annual.
Sept. 1-4. Int'l Restaurant Fair '75. Tokyo Int'l Trade Center, Harumi Fairgrounds. Industrial and Scientific Conference Management, Inc., Kokado Bldg., 1-3-18, Akasaka, Minato-ku, Tokyo, or 222 West Adams St., Chicago, Ill. 60606. Annual.
Sept. 16-21. '75 Fluid Power Int'l Exbn. & '75 Industrial Robot Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nihon Kogyo Shimbun, 1-7-2, Otemachi, Chiyoda-ku, Tokyo. Annual.
Sept. 26-30. Japan Graphic Arts Show. Tokyo Int'l Trade Center, Harumi Fairgrounds. Int'l Graphic Arts Machinery Exbn. Committee, 3-2-6, Kasumigaseki, Chiyoda-ku, Tokyo. Annual.
Oct. 6-11. '75 Heating, Air-Conditioning and Sanitary Exbn.; '75 Int'l Chemical Plant Engineering Show; and 10th All Japan Heating Apparatus Exbn. Tokyo Int'l Center, Harumi Fairgrounds. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba Koen, Minato-ku, Tokyo. Annual.
Oct. 17-21. '75 Tokyo Int'l Metal Working Machines Exbn. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nikkan Kogyo Shimbun, 1-8-10 Kudan Kita, Chiyoda-ku, Tokyo. Annual.
October. Japan Int'l Fashion Trade Fair; Japan Int'l Interior Trade Fair '75. Tokyo Industrial Trade Center, Ohtemachi Hall. Nihon Seni Shimbun, 3-9 Honcho, Nihonbashi, Chuo-ku, Tokyo. Annual.
October. '75 Broadcasting Machinery Exbn. Tokyo Science Museum. Electronic Industries Assn. of Japan, Tosho Bldg., 3-2-2 Marunouchi, Chiyoda-ku, Tokyo. Annual.
November. Computer Peripheral & Terminal Equipment Exbn. Tokyo Int'l Trade Center, Harumi Fairgrounds. Nippon Office Management Assn., 4-1-13 Sebdagaya, Shibuya-ku, Tokyo. Annual.

Yokohama

Feb. 28-March 4. Int'l Import Fair '75. Imported industrial equipment, consumer goods, sundries. Silk Center. Kanagawa Trade Promotion Corp., Silk Center Bldg., 1, Yamashita-cho, Naka-ku, Yokohama. Annual.

Kenya

Nairobi

First week in October. The Nairobi Show. Jamhuri Park. Agricultural Society of Kenya, P.O. Box 30176, Nairobi. Annual.

Korea

Seoul

September or October. Korea Electronics Show. Ducksoo Palace Grounds. Korea Fine Instruments Center, GR. P.O. Box 27, Yungdeungpo-ku, Seoul. New York office: Korea Electronics Industry Information Office, Rm. 2305, 1212 Ave. of the Americas, New York, N.Y. 10036. Annual.

Lebanon

Beirut

Jan. 24-31. 1st Int'l Exbn. of Educational Technology (held simultaneously with 8th National Development Conference on the Scientific and Technological Development of the Educational Sector). Teachers College, Cite Sportive, Bir Hassan. The Secretariat, Development Studies Assn. (NADRA), Union Nationale Bldg., Sanayeh, Beirut. Annual.
Apr. 18-22. MO-FI-TEX Fair—Fall/winter fashions, fibers, textiles, and leather. Holiday Inn Hotel. Comite d'Organization et d'Exposition et Salons Internationaux, Mo-Fi-Tex, Holiday Inn Hotel, P.O. Box 11-9245, Beirut. Biannual.
May 1-4. Middle East Medical Assembly & Exbn. Medical equipment, appliances, and products. American Univ. of Beirut. Dr. Jack Thadeus, Department of Internal Medicine, American Univ. Hospital, P.O. Box 236, Beirut. Annual.
May (tentative). Elite Home Furniture Fair. Fairs Int'l S.A.R.L. Mr. Z. Ilandjian, Fairs Int'l S.A.R.L., Clemenceau St., Minkara Bldg., Beirut. Annual.
May 1-11. Int'l Boat Show. Jounieh, Lebanon. Organizing Committee, Automobile and Touring Club of Lebanon, P.O. Box 3545, Beirut. Annual.
May 15-25. EMEE—Engineering Materials Equipment Exbn. American Univ. of Beirut. Engineering Alumni Chapter and Engineering Student Society, American Univ. of Beirut, P.O. Box 236, Beirut. Annual.
May or June—CHEM-EX—Chemical Industries & Scientific Equipment Exbn. Dr. Elie Trad, Chairman, Dean of the Faculty of Education, Lebanese University, UNESCO, Beirut. Annual.
June 5-15. Beirut Int'l Trade Fair & Ideal Home Show. Consumer products and specialized industrial exhibits, including plastics, chemicals and petroleum. Cite Sportive. Nasser U. Nayyar, Middle East Trade and Exhibitions, Beirut Ideal Home Exhibit Co., Strand Bldg., Hamra St., Beirut. Annual.
Oct. 8-18. EXPOTECHOM—Engineering & Commercial Exhibit. Stade de Chayla. Raymond Joseph Raphael, President. Amicale des Anciens Eleves de l'Ecole Superieure d'Ingenieurs de Beyrouth, P.O. Box 6948, Beirut. Annual.
Oct. 30-Nov. 3. MO-FI-TEX Fair—Spring/Summer Collection. Holiday Inn. Commissariat General Mo-Fi-Tex, Holiday Inn Hotel, P.O. Box 11-9245, Beirut. Biannual.

November (1st week). Int'l Ideal Office Fair. Hotel Saint Georges. Mr. Z. Ilandjian, Fairs Int'l, S.A.R.L., Clemenceau St., Minkara Bldg., Beirut. Annual.
December (tentative). Scientific Instruments Exbn. Equipment, instruments, and scientific books. Centre d'Etudes Mathematiques, Ecole Superieure des Lettres. Rafic Eido, Secretary General, Lebanese Assn. for the Advancement of Science (LAAS), Exhibit Committee. P.O. Box 7142, Beirut.

Libya

Tripoli

March 1-20. Tripoli Int'l Fair. Int'l Fair Ground, Tripoli. Mr. Saleh al-Azzabi, Chairman, General Corporation for Fairs and Tourism, Ministry of Economy, P.O. Box 891, Tripoli. Annual.

Luxembourg

May 16-25. 27th Luxembourg Int'l Fair. Societe des Foires International de Luxembourg SA., Luxembourg-Kirchberg. Annual.

Malta

Naxxar

July 1-15. XIXth Malta Int'l Fair. Naxxar Fairgrounds, Malta Trade Fair Corp., Fairgrounds, Naxxar. Annual.

Mexico

Mexico City

Oct. 10-19. Didactica Internacional Americana. Books, teaching systems for programmed instruction, electric teaching aids, audio-visual equipment, optical instruments, school equipment, etc. Sports Palace. Ferias y Exposiciones Mexicanas, A.C. M. M. Contreras, 133 Desp. 116A-121, Mexico 5, D.F.

Morocco

Casablanca

April-May. Casablanca Int'l Fair. Commissariat General de la Foire. Internationale de Casablanca, Prefecture de Casablanca. Biennial.

Mozambique

Lourenco Marques

Aug. 31-Sept. 15. FACIM' 75—11th Int'l Fair. Avendia da Republica, Lourenco Marques. Felix Naharro Pires, Director—FACIM. P.O. Box 1761, Lourenco Marques. Annual.

Netherlands

Amsterdam

(The initials RAI and RNIF used below indicate recurring fair organizer addresses for the Netherlands—RAI: R.A.I. Gebouw B.V., 8 Europaplein, Amsterdam. RNIF: Royal Netherlands Industries Fair, Jaarbeursplein, Utrecht.)
Jan. 6-9. HORECAVA '75—Int'l. Hotel, Restaurant & Institutional Equipment Exbn. RAI. Annual.
Jan. 22-28. AUTOVAK '75. Int'l Trade Fair for Garage Equipment & Automotive Spare Parts. RAI. Biennial.
Feb. 13-23. PERSONENAUTO RAI '75—Int'l Passenger Car Exbn. Netherlands Assn. for the Bicycle and Automotive Industry, 2 Europaplein, Amsterdam. Biennial.
March 4-9. HISWA '75—Int'l Boat Show. Sailing boats and motor sailers. RAI. Annual.
March 18-23. HISWA '75—Int'l Boat Show. Motorboats. RAI. Annual.
Apr. 4-13. HUISHOUDBEURS—Int'l Household Fair. Eurofair BV, 94 Gerrit van der Veenstraat, Amsterdam. Annual.
Apr. 29-May 2. INTERCLEAN '75. Trade fair for industrial maintenance and cleaning, including street cleaning equipment. RAI. Biennial.
Apr. 29-May 3. Internationale Brandweer Tentoonstelling—Int'l Firefighting Equipment Exbn. RAI. Every 5 years.
June 29-July 3. Tentoonstelling Van Chirurgische Uitrusting—Exbn. of Surgical Equipment (coinciding with intl. congress). RAI.
Aug. 7-14. Tentoonstelling Van Uitrusting Voor Kristallografie—Exbn. of Crystallographic Equipment. RAI.
Sept. 24-Oct. 2—Het Instrument—Scientific Medical & Industrial Instruments Exbn. Cooperative Assn. "Het Instrument," 108 Birkstraat, Soest. Biennial.
Oct. 13-15. Exbn. Int'l Assn. for Newspaper Technology. RAI.
Nov. 11-15. EUROPORT '75—Int'l Maritime Exbn. Europort, Tentoonstellingen BV, Z.Z. 44 Waalhaven, Rotterdam. Annual.
Dec. 11-17. CARAVAN RAI '75. Exbn. of housetrailers, parts and accessories. RAI. Annual.

Rotterdam

March 18-23. EUROFREIGHT/NEDEX—Exbn. for Transport & Storage Techniques & Export Services. Nedex Vakbeurs BV, 44 Z.Z. Waalhaven, Rotterdam. Biennial.
May 27-31. 1st Electronics Communication Equipment Exbn. Europort Tentoonstellingen NV, Z.Z. 44 Waalhaven, Rotterdam.
Sept. 9-13. ISOLATIE '75. Thermic and acoustic insulation materials. Intradex Tentoonstellingsorganisatie, 111 Hoogstraat, Rotterdam. Biennial.
Oct. 22-25. HOUT '75—Lumber Exbn. Address same as above. Annual.

Utrecht

Jan. 27-Feb. 2. KARWEI—Do-It-Yourself Exbn. RNIF. Annual.
Jan. 30-Feb. 2. VAKANTIE '75—Holiday '75. Exbn. for Tourism & Recreation. RNIF. Annual.
Feb. 25-March 1. Int'l Heating and Ventilating Exbn. RNIF. Biennial.
March 2-6. Spring Fair. Consumer goods. RNIF. Annual.
March 17-21. Security Equipment Exbn. RNIF. Biennial.
Apr. 14-18. MEDICA—Int'l Exbn. for Hospitals & Institutions. RNIF. Biennial.
Aug. 31-Sept. 4. Autumn Fair. Consumer Goods. RNIF. Annual.
Sept. 8-14. Furniture Fair. RNIF. Biennial.
Oct. 8-12. IKM '75—1st Int'l Kitchen Exbn. Intradex Tentoonstellingorganisatie, 111 Hoogstraat, Rotterdam.
Oct. 20-25. MACHEVA—Intl'l Process Engineering Exbn. RNIF. Quadrennial.
Oct. 20-25. MILIEU—Exbn. for Environmental Control Techniques. RNIF. Biennial.

New Zealand

Hamilton

June 12-14. New Zealand National Field Days. Agricultural show featuring all products and items of equipment used in primary production. Mystery Creek. New Zealand National Field Days Society, Private Bag, Hamilton. Annual.

Wellington

Aug. 20-Sept. 6. New Zealand's Int'l Trade Fair '75. Wellington Show Bldgs. K. H. English, Mng., Wellington Show Association, Inc., P.O. Box 7105, Wellington. Biennial.

Norway

Bergen

March 7-16. Agricultural Fair. Bergenshallen. Vestlandske Bondestemna and Driftselskaper Bergenshallen A/S, P.O. Box 1264, 5001 Bergen. Annual.

Oslo

Feb. 1-9. MOTOR '75. Sjolyst. Nordexpo A/S, Gabelsgt. 19, Oslo 1. Annual.
Feb. 13-16. CARAVAN '75. Sjolyst. Norges Caravan-Produsenters og Importorers Forening Heggedalsvn. 153, 1380 Heggedal, Oslo. Annual.
Feb. 25-28. NOR-MEDEX '75. Sjolyst. Norges Varemesse, P.O. Box 130-Skoyen, Oslo 2. Annual.
March 9-11. Fashion Week of Oslo. Sjolyst. Confektions - fabrikanternes Landsforbund, Import—og Export-Agenters Forening and Norges Tekstilkjopmenns Forbund in cooperation with Norges Varemesse, P.O. Box 130-Skoyen, Oslo 2. Annual.
March 16-17. Shoe Fashions. Sjolyst. Norske Skofabrikkers Landssammensluttning, PR-Teknisk A/S, P.O. Box 5049-Majorstuen, Oslo 3. Annual.
Apr. 4-13. "The Sea for All." Sjolyst. Norske Batbyggeriers Landsforening and Motorimportorenes Landsforening, H. r.adv G. Wiese, Stortingsgt. 12, Oslo 1. Annual.
May 5-10. NOR-SHIPPING '75. Sjolyst. Norges Varemesse, P.O. Box 130-Skoyen, Oslo 2. Biennial.
Sept. 7-19. Fashion Week of Oslo. Sjolyst: Confektionsfabrikanternes Landsforbund, Import-og Export-Agenters Forening and Norges Tekstilljopmens' Forbund, P.O. Box 130-Skoyen, Oslo 2. Annual.
Oct. 5-6. Shoe Fashions. Sjolyst. Norske Skofabrikanters Landssammenslutning, PR-Teknsik A/S, P.O. Box 5049-Majorstuen, Oslo 3. Annual.
Oct. 10-19. Radio & TV Exhibition. Sjolyst. Bransjeradet for Radio and TV, Haakon VII'sgt. 5, Oslo 1.
Nov. 6-16. Holiday & Recreation '75. Sjolyst. Norges Varemesse, P.O. Box 130-Skoyen, Oslo 2.

Hamar

December. Fur-Bearing Animals Exhibit. Hamarhallen. Norges Pelsdyravlslag, Okern Torgvei 13, Oslo 5. Annual.

Trondheim

Feb. 14-18. MOTOR '75. Nidarohallen. Nordexpo A/S, Gabelsgt. 19, Oslo 1. Annual.
May 26-28. CORROSION '75. Nidarohall. A/S Luval, Rosenkrantzgt. 10, Oslo 1.
June 15-19. STORMARTNAN '75. Nidarohall. A/S Inter-Expo, Idungarden, Olav Trygvasonsgt. 24, 7000 Trondheim. Annual.
Oct. 22-26. Foodstuffs Exhibitions. Nidarohall. Inter-Expo A/S, Idungarden, Olav Trygvasonsgt. 24, 7000 Trondheim. Annual.

Paraguay

Asuncion

Aug. 15. EXPOPAR '75. All purpose agricultural, industrial and commercial show. Avenida Jose Felix Bogado entre Jose Esculies y Japon, Asuncion. Union Industrial Paraguaya, Calle Cerro Cora 1038, Casilla Postal 781, Asuncion. Annual.

Mariano Roque Alonso

September. XXV National Exposition of Livestock, Industry & Commerce. Asociacion Rural del Paraguay, Calle Antequera 651, Asuncion. Annual.

Peru

Lima

Nov. 12-23. 9th Feria Internacional del Pacificio. Industrial machinery and equipment and other capital goods. Feria Internacional del Pacifico Fair Grounds. Feria Internacional del Pacifico, P.O. Box 4900, Lima 1, or Av. La Marina s/n, Lima 32, Attn: Sr. Guillermo Ferreyros. Biennial.

Poland

Poznan

(For Poznan fairs, write: Poznan Fair Management, Glogowska St. 14, 60-374 Poznan.)
Apr. 21-25. SECURA—Symposium & Exhibit of Safety Equipment & Appliances. Biennial.
June 8-17. Int'l Technical Fair. Metallurgy, precision industry, transportation, electrical/electronics, chemical industry, industrial plants and construction industry. Annual.
Sept. 7-14. Int'l Autumn Fair, composed of

following events: TAKON (Annual)—Consumer goods, household appliances, audio-visual equipment, cosmetics, chemical products, furniture, textile and leather goods, furs, automobiles, foodstuffs, and sport and tourism equipment; INTERMASZ (Annual)—Machinery and equipment for agriculture and consumer goods production; POLIGRAFIA (Biennial)—Polygraphic and printing industry equipment and machinery.
Nov. 16-20. KOMEX—Environmental Protection & City Service Equipment Symposium & Exhibit. Annual.

Warsaw

May 18-25. Int'l Book Fair. ARS Polona, Krakowskie Przedmiescie 7, P.O. Box 1001, 00-0950 Warsaw. Annual.

Portugal

Braga

September. AGRO '75—Agricultural Show. Civil Engineer, Braga. Annual.

Lisbon

(Sponsor of Lisbon fairs is Feira Internacional de Lisboa. Write: Portuguese Industrial Assn., Praca das Industrias, Lisbon.
Jan. 3-Feb. 2. FILMODA 5. Clothing Show. Annual.
March 7-17. NAUTICAMPO. Sailing, camping, and outdoor sports. Annual.
June 11-22. 16th Int'l Fair. Annual.
September. FILMODA 5. Fashion Show. Annual.
October. FILEME — Office Furniture and Equipment Show. Annual.
November. FILHOTEL. Hotel Equipment. Annual.

Oporto

Apr. 11-20. 3rd Int'l Exbn. of Building Materials and Housing. Crystal Palace. Oporto Industrial Assn. R. Mouzinho da Silveira, 228, Oporto. Annual.
Oct. 24-Nov. 2. 3rd Int'l Food, Agricultural, Industrial Exposition. Crystal Palace. Address same as above. Annual.

Santarem

June. Agricultural Fair. Feiras de Santarem, Santarem. Annual.

Tomar

Apr. 26-May 4. FIC '75—Building Machinery. Feiras de Tomar, Casa do Turismo, Tomar. Annual.
Sept. 27-Oct. 5. FILMADE '75—3rd Wood Show. Address same as above. Annual.

Singapore

March 8-15. Ports and Related Port Equipment, Machinery and Construction Exbn. Shangri La Hotel. Organizing Committee, 9th IAPH Conference, Port of Singapore Authority, P.O. Box 300.

Somalia

Mogadiscio

Oct. 15-30. Somali Int'l Trade Fair. Light industrial machinery and equipment, equipment for agricultural and livestock development, office machinery and equipment. Somali Chamber of Commerce, P.O. Box 72, Mogadiscio.

South Africa

Capetown

March 19-22—INTERNAIDEX—Aids for the Disabled Exbn. Cape Show Ground. The St. Giles Assn. for the Handicapped, St. Giles Central, 71 Klopfortein Road, Rondebosch, Capetown. Biennial.

Eppindusp

Feb. 28-March 8. The Cape Show. General agricultural, industrial, and commercial fair. Western Province Agricultural Society, P.O. Box 107, Eppindusp, Capetown. Annual.

Johannesburg

Apr. 21-May 3. Rand Easter Show. Milner Park. Witwatersrand Agricultural Society, P.O. Box 31777, Braamfontein, Transvaal. Annual.
July 14-18. Jubilee Congress of the Medical Assn. of South Africa Exbn. Univ. of Witwatersrand. Exbn. Promotions of S.A. (Pty) Ltd., P.O. Box 6110, Johannesburg.
July 28-Aug. 1. Int'l S.A. Packaging & Food Processing Exbn. S.A. Hall of Industries, Milner Park. Specialized Exhibitions (Pty) Ltd., P.O. Box 2900, Johannesburg.
Sept. 22-26. Instrumentation, Automation, and Electronics Exbn. Siefsa Hall, Milner Park. Specialized Exhibitions (Pty) Ltd., P.O. Box 2900, Johannesburg.
Oct. 21-25. Int'l Machine Tool Exbn. Milner Park. Witwatersrand Agricultural Society, P.O. Box 31777, Braamfontein, Transvaal.

Pietermaritzburg

May 7-14. Pietermaritzburg Royal Show. General agricultural, industrial and commercial fair. Royal Agricultural Society, P.O. Box 52, Pietermaritzburg, Natal. Annual.

Pretoria

Apr. 7-19. Int'l Food & Fiber Expo '75. Pretoria Show Grounds. Northern Transvaal Chamber of Industries, Pretoria.
Aug. 21-Sept. 1. Pretoria Show. General trade fair. Pretoria Show Ground. Transvaal Agricultural Society, P.O. Box 933, Pretoria. Annual.

Spain

Barcelona

(Barcelona shows are held at Palacio de Montjuich, write: Feria Internacional de Muestras, Avenida Maria Cristina s/n, Barcelona (4).)
Jan. 18-27. Int'l Nautical & Sports Salon. Annual.
March 8-16. ESPOQUIMIA-'75—Int'l Chemical Salon. Biennial.
Apr. 12-22. Int'l Automobile Salon. Annual.
June 3-12. 43rd Int'l Fair. Annual.
Nov. 12-23. HOGARHOTEL—15th National Home, Decoration & Gastronomy Salon & Int'l Equipment Exbn. Annual.

Bilbao

June 23-29. 9th Int'l Trade Fair. Plaza Petro Maria de Basterrechea 2. Feria de Internacional de Bilbao, Apartado 468, Bilbao (13). Annual.

Elda (Alicante)

March 3-7 and Sept. 9-13. FICIA—14th Int'l Shoe & Related Industries Fair (1st edition—autumn-winter fashions, 2nd edition—spring-summer fashions). Palacio Ferial. F.I.C.I.A., Avenida Chapis/n, Elda, Alicante. Biannual.

Madrid

May 27-June 15. 10th Int'l Agricultural Fair. Feria Internacional del Campo, Casa de Campo, Madrid (11). Feria Internacional del Campo, Avenida de Portugal s/n, Madrid (11). Biennial.
Oct. 1-12. FICOP—Int'l Construction & Public Works Fair. Address same as above. Biennial.
Nov. 7-16. SIMO—15th Int'l Office Machine & EDP Fair. Palacio de Cristal, Casa de Campo, Madrid (11). C.I.T.E.M.A., Plaza Conde Valle Suchil 8, Madrid (15). Annual.

Seville

Apr. 9-20. 15th Ibero-American General Trade Fair. Palacio Ferial. Jardines de San Telmo. Feria de Muestras Iberoamericana, Pabellon del Peru, Jardines de San Telmo, Sevilla. Annual.

Valencia

Feb. 15-23. 14th Int'l Toy Fair. Palacio Ferial, Benimamet, Valencia. Feria Internacional de Muestras, Apartado 476, Valencia. Annual.
May 3-12. 53rd Int'l General Trade Fair. Address same as above. Annual.
Oct. 18-25. 10th Spanish Furniture Show & Int'l Woodworking Machinery Fair. Address same as above. Annual.

Zaragoza

Apr. 4-13. 9th Int'l Farm Machinery Fair. Palacio Ferial, Plaza Emperador Carlos. Feria Oficial de Muestras, Apartado 108, Zaragoza. Annual.

Surinam

Paramaribo

September-October. Int'l Fair. Stichting Jaarbeurs Suriname, Gravenstraat 7 BEN, Paramaribo. Biennial.

Swaziland

Manzini

September. Swaziland Trade Fair. Manzini Show Grounds. Swaziland Trade Fairs, Ltd., P.O. Box 462, Mbabane. Annual.

Sweden

Gothenburg

(Gothenburg fairs are held in Gothenburg Exhibition Center, write: Svenska Massan Stiftelse, Skanegatan 26, 2-412 51 Goteborg.)
Feb. 7-16. Int'l Swedish Boat Show. Annual.
March 12-16. AUTO. Workshop, service station and garage equipment. Biennial.
Apr. 15-20. Int'l Swedish Trade Fair. Annual.
Oct. 6-10. ELFACK, Int'l Electro-Technical Trade Fair. Biennial.
Oct. 21-25. INTERFOOD. Food technology. Biennial.
Nov. 11-14. UTBILDNING. Educational and training equipment. Biennial.
Nov. 25-29. KEMIMASSA. Chemicals.

Malmo

Feb. 22-March 2. MOTOR 75. Automobiles and accessories. Malmo Exhibition Halls, Sydexpo AB, Stjarnplan 3, 216 19 Malmo. Annual.
May 7-11. Int'l Furniture Fair. Malmo Exhibition Halls. Stiftelsen Skanemassan, Stadiongatan 25, Box 19015, 200 73 Malmo 19.
Sept. 15-19 (tentative). DATA-Massa. EDP. Malmo Exhibition Halls. Address same as above.
Oct. 7-10. RESTA VII. Hotel, restaurant and catering equipment. Malmo Exhibition Halls. Address same as above. Annual.

Stockholm

(Stockholm fairs are held at St. Eriks Fairgrounds, write: AB St. Eriks Massan, S-106 80 Stockholm.
Feb. 21-March 3. Stockholm Int'l Boat Show. Annual.
March 10-12 and Sept. 15-17. Int'l Shoe Fair. Biannual.
Apr. 8-10. SPCI-75. Exbn. accompanying annual meeting of Swedish Pulp & Paper Engineers Assn. Triennial.
Apr. 21-25. IM 75. 10th Int'l Trade Fair for Instruments and Measurements. Triennial.
Aug. 26-29. KOM. FRITID. Int'l trade fair and conferences dealing with planning and outfitting recreational facilities. Biennial.
Sept. 26-Oct. 5. Hi-Fi Exbn./Stockholm Int'l Consumer Goods Fair. Annual.
Oct. 16-22. Stockholm Technical Fair. Annual.
Nov. 26-29. Medical Week. Annual meeting of Swedish Society of Medical Sciences, and trade fair. Annual.

Switzerland

Basel

(For Basel fairs listed, write: Swiss Industries Fairs, P.O. Box 4021, Basel.)

June 19-22. IPHARMEX '75—Int'l Exbn. for Pharmacists & Drugs. Quadrennial.
Sept. 9-13. INELTEC—Int'l Exbn. for Industrial Electronics. Biennial.
Sept. 30-Oct. 4. SURFACE '75—Int'l Exbn. for Surface Treatment. Triennial.
Oct. 7-11. NUCLEX '75—Int'l Trade Fair for Nuclear Industries. Triennial.
Oct. 14-19. SNOW '75—World Exbn. for Ski, Snow & Winter Sports.
Nov. 13-19. IGEHO—Int'l Exbn. for Industrial & Institutional Catering, Hotels, & Restaurants. Biennial.

Bern

Sept. 22-27. SAMA Int'l. Professional fair for assemblage, miniaturization and automation. Allmend Fair Grounds. SAMA Int'l, P.O. Box 1052, 2501 Bern. Annual.

Geneva

Jan. 31-Feb. 9. Int'l Boat & Open Air Show. Palais des Expositions. Salon du Nautisme et du Plein Air, Case Postale 65, 1211 Geneva 4.
March 13-23. Int'l Motor Show. Palais des Expositions. Salon International de l'Automobile, Case Postale 65, 1211 Geneva 4. Annual.
Oct. 2-8. TELECOM '75—World Telecommunication Exbn. Palais des Expositions. Telecom 75, Secretariat d'Orgexpo, Case Postale 65, 1211 Geneva 4.
December. Int'l Exbn. of Inventions & New Techniques. Palais des Expositions. Salon des Inventions, 22 rue du Mt. Blanc, 1210 Geneva.

Lausanne

March 1-3. Int'l Tourist & Holidays Exbn. Palais de Beaulieu. Salon International du Tourisme et des Vacances, 2 avenue Agassiz, 1002 Lausanne. Annual.

Montreux

May 23-29. Int'l Television Symposium & Technical Exbn. P.O. Box 97, 1820 Montreux.

Zurich

Jan. 20-25. Int'l Power Transmission Exbn. UESPA Fair Grounds. AGIFA/Fachmessen AG, P.O. Box 257, 8033 Zurich.
March 14-23. PHOTOEXPO '75—Photo-Cinema Exbn. Zuespa Exhibition Grounds. Zuespa, Thurgauerstrasse 7, 8050 Zurich.
Oct. 15-19. FSS—Swimming Pools & Sporting Equipment Exbn. Zuespa Exhibition Grounds. AGIFA/Fachmessen AG, P.O. Box 257, 8033 Zurich. Biennial.
Oct. 27-Nov. 1. MICROTECHNIC—Int'l Exbn. for High Precision Techniques, Dimensional Measurement, & Control. Zuespa Exhibition Grounds. Address same as above. Biennial.
Nov. 11-15. IFAS—International Trade Fair for Medical Supplies. Zuespa Exhibition Grounds. Address same as above. Annual.

Syria

Damascus

July 25-Aug. 20. Damascus Int'l Fair. Exhibits range from farm machinery and heavy equipment to autos, textiles, communications equipment and consumer goods, etc. Damascus Int'l Fairgrounds. Nazem Hafez, Director General, 67 Baghdad Blvd., Damacus. Annual.

Tanzania

Dar es Salaam

July 1-9. Saba Saba Int'l Fair. Principal Secretary, Ministry of Commerce and Industries, P.O. Box 9503, Dar es Salaam. Attention: A. H. Chale. Annual.

Tunisia

Tunis

May 16-June 1. Int'l Fair of Tunis. Consumer and industrial goods. Esplanade Mohamed V Fairgrounds. Tunis Chamber of Commerce. Foire Internationale de Tunis, Esplanade Mohamed V, Tunis. Biennial. This is a U.S. Commercial Presence Fair; please contact the Commercial Section, U.S. Embassy, Tunis.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. Izmir Enternasyonal Fuari ve Turizm Mudurlugu, Izmir. Attn: Ahmet Nural, Fair and Tourism Manager. Annual.

USSR

(Address for all events is General Directorate of Foreign and Specialized Exhibitions in the USSR, Administration for Int'l and Foreign Exhibitions in the USSR, USSR Chamber of Commerce & Industry, Sokolmicheskiy Val, la Moscow 107232.)

Donetsk

Aug. 28-Sept. 7. Coal Industry.

Leningrad

Aug. 6-20. Modern Machinery & Equipment for Fish & Seafood Catching & Processing.

Minsk

June 10-19. Sports Articles & Equipment.

Moscow

Feb. 18-27. Equipment for Television & Film Production.
April 1-10. Pumps & Compressors.
May 22-June 5. Telecommunications Exbn.
July 8-17. Fire Fighting Engineering.
July 15-24. Aluminum Production & Application.
July 20-Aug. 4. Exbn. held in conjunction with the IX Int'l Congress of Irrigation and Drainage.
August-September. Equipment & Appliances for Mechanization of Designing Technical & Office Work.
August-October. Building & Roadmaking Machinery & Equipment for Mechanization of Construction & Erection Work.
Aug. 21-27. Plant (Biological) Protection held in conjunction with the VIII Int'l Congress of Plant Protection.
Oct. 1-10. Mechanization of Processes of Production in Livestock Farming.
Nov. 21-30. Equipment, Devices and Instruments Applied in Geology, Geophysics & Cartography.
Nov. 25-Dec. 3. Apparatus for Physical Investigations.

United Kingdom

Aberdeen

Sept. 16-19. Offshore Europe Exbn. Offshore Exploration. University site. Exhibition Administration Ltd., 4 Pine Walk, Surbiton, Surrey. Biennial.

Blackpool

Jan. 19-22. Int'l Slipper Fair. Savoy & Cliffs Hotels. Shoe and Leather News (Exhibitions) Ltd., 84-88 Gt. Eastern St., London, EC2P 2DJ. Annual.
March 15-18. Int'l Hairdressing & Beauty Fair. Winter Gardens. Trade Promotion Services Ltd., Exhibition House, Warren Lane, London, SE18 6BW. Biennial.

Brighton

Jan. 25-29. British Int'l Toy Fair. Metropole Exhibition Hall. British Toy Fairs (Int'l) Ltd., Regent House, 89 Kingsway, London, WC2B 6RS. Annual.
March 17-21. Int'l Oceanological Equipment & Services Exbn. Metropole Exhibition Hall. BPS Exhibitions Ltd., 4 Seaford Ct., 220-222 Great Portland St., London, W1N 5HH. Biennial.
Sept. 14-19. Int'l Occupational Health Congress & Exbn. Metropole Exhibition Hall. Conference Services Ltd., The Conference Centre, 43 Charles St., Mayfair, London W1X 7PB. Triennial.

Edinburgh

June 23-27. European Assn. of Radiology Congress & Technical Exbn. Haymarket Exhibition Centre. P. Gordon Saville, 21 Victoria Rd., Surbiton, Surrey. Triennial.

Glasgow

May 19-24. Int'l Materials Handling Exbn. Kelvin Hall. Turret Press Ltd. (Exhibitions Division), 886 High Rd., Finchley, London, N12 9SB. Biennial.

Harrogate

Jan. 11-16. Harrogate Int'l Toy Fair. Exhibition Hall and Royal Hotel. Harrogate Int'l Toy Fair Ltd., 8-9 Upper St., Islington, London, N1 OPP. Annual.
Feb. 18-20. POWTECH—Int'l Powder Technology & Bulk Solids Exbn. Exhibition Halls. Specialist Exhibitions Ltd., Green Dragon House, 64 High St., Croydon, CR2 2UH. Biennial.
May 20-22. Int'l Industrial Safety Trade Exbn. Exhibition Center. Royal Society for Prevention of Accidents, Royal Oak Centre, Brighton Rd., Purley, Surrey CR2 2UR. Annual.

Leeds

June 10-12. Int'l Exbn. of Bearings, Lubricants, Lubrication & Seals. University site. Industrial Unit of Tribology, University, Leeds, LS2 9JT.

London

(The initials ITF used below indicate a recurring fair organizer address: Industrial & Trade Fairs Ltd., Radcliffe House, Blenheim Ct., Solihull, B91 2BG.)
Jan. 1-11. Int'l Boat Show. Earls Court. National Boat Shows Ltd., 31 Great Queen St., London, WC2B 5AD. Annual.
Jan. 1-11. Int'l Racing Car Show. Olympia. S.M.M.T., 21-24 Grosvenor Place, London, S.W.1. Biennial.
Jan. 4-11. Int'l Racing & Sporting Motorcycle Show. Horticulture Halls. Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London, N.1. Annual.
Jan. 26-31. Int'l Hardware Trades Fair. Olympia. Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks. Annual.
Feb. 2-9. Int'l Furniture Show. Earls Court. B.F.M. Exhibitions Ltd., 17 Berners St., London W1P 4DY. Annual.
Feb. 4-9. Int'l New Homes Show. Horticultural Halls. Homefinders (1915) Ltd., 10 East Rd., London, N.1. Annual.
Feb. 24-28. IMBEX—Int'l Men's and Boys' Wear Exbn. Earls Court. ITF. Annual.
March 11-12. SOUND—Int'l Public Address Equipment Exbn. Bloomsbury Centre Hotel. Assn. of Public Address Engineers, PM Associates Ltd., 6 Conduit St., London, W1R 9TG.
March 24-26. Ultrasonics Int'l Conference & Exbn. Imperial College. IPC Science & Technology Press Ltd., 32 High St., Guildford, Surrey.
Apr. 9-11. London Int'l Fashion Fair. Earls Court. Brintex Exhibitions Ltd., 178-202 Gt. Portland St., London W1N 6NH. Biannual.
Apr. 8-10. Leatherwear Int'l Exbn. West Centre Hotel. Leather Institute, Leather Trade House, 9 St. Thomas St., London, S.E.1. Annual.
Apr. 13-16. HELFEX—Int'l Health Food Trade Assn. Exbn. Bloomsbury ,Centre. British Health Food Assn., 50 Gray's Inn Rd., London, W.C.1. Annual.
Apr. 14-17. INTERMAG—Int'l Magnetic

Conference & Exbn. Imperial College. Institute of Physics, 47 Belgrave Sq., London, SW1X 8QX.
Apr. 14-17. Int'l Surface Science Exbn. Vacuum corrosion sciences. University site. Institute of Physics, 47 Belgrave Sq., London, SW1X 8QX. Biennial.
Apr. 14-18. Labex Int'l. Laboratory apparatus and materials. Earls Court. U.T.P. Exhibitions Ltd., 117-123 King St., London, W6 9JG. Biennial.
Apr. 21-26. Int'l Welding & Metal Fabrication Exbn. Oympia. ITF. Quadrennial.
Apr. 23-27. SONEX. Int'l Exbn. of Audio Equipment. Centre Airport Hotel. British Audio Promotions Ltd., 414a Edgeware Rd., London W2 1ED. Annual.
May 5-8. AVAB—Int'l Automatic Vending Exbn. Olympia. Automatic Vending Assn. of Britain. 31 Great Queen St., London, WC2B 5AA. Biennial.
May 12-15. Delicatessen Int'l Exbn. New Horticultural Hall. Delicatessen Exhibitions Ltd., 21 Park Sq., East, Regent's Park, London NW1 4LH. Biennial.
May 13-16. London Electronic Component Show. Olympia. ITF. Biennial.
May 20-23. Int'l Confectionery, Tobacco & Newsagency Exbn. Earls Court. Retail Confectioners Assn. Publications & Exhibitions Ltd., Ashley House, 53 Christchurch Ave., London, N.12. Annual.
June 1-5. Int'l Power Transmission Exbn. Olympia. Engineers Digest, 120 Wigmore St., London, W.1. Biennial.
June 22-26. Int'l Contract Furnishing & Interior Design Exbn. Olympia. Westbourne Exhibitions Ltd., Crown House, Morden, Surrey. Annual.
June 23-27. FILM—Int'l Film Technology Conference & Exbn. Royal Lancaster Hotel. British Kinematograph, Sound & Television Society, 110-112 Victoria House, Vernon Place, London WC1B 4DJ. Biennial.
July 8-11. INTER NAVEX — Int'l Audio Visual Aids Conference & Exbn. Olympia. National Committee for Audio-Visual Aids in Education, 33 Queen Anne St., London, W1M OA1. Annual.
July 28-Aug. 1. Int'l Fire Exbn. & Conference. Olympia. Brintex Exhibitions Ltd., 178-202 Great Portland St., London, W1N 6NH. Quadrennial.
Sept. 8-12. Int'l Process Plant & Equipment Exbn. Olympia. ITF. Triennial.
Sept. 16-19. FILTECH—Int'l Filtration & Separation Exbn. Olympia. Filtech Exhibitions Ltd., 1 Katharine St., Croydon, CR9 1LB. Biennial.
Oct. 21-26. Int'l Bakers' & Confectioners' Exbn. Olympia. IFT. Quadrennial.
Oct. 21-26. Int'l Audio Festival & Fair. Hi-Fi equipment. Olympia. ITF. Annual.
Nov. 12-21. INTERBUILD—Int'l Building & Construction Exbn. Olympia. Building Trades Exhibition Ltd., 11 Manchester Sq., London, W1M 5AB. Biennial.
Dec. 2-6. IWIE—Int'l Woodworking Industries Exbn. Olympia. Woodworking Industries Exhibition, address same as above. Biennial.

Uruguay

Montevideo

Aug. 9-20. Int'l Exposition of Championship Livestock & Industrial-Commercial Show. Agricultural machinery, wool and leather processing equipment, and veterinary instruments. The Prado. Rural Assn. of Uruguay, Avenida Uruguay 864, Montevideo. Attn: Walter Rosconi, Exhibit Director. Annual. Held alternately in Montevideo and Palermo, Argentina.

Yugoslavia

Belgrade

Sponsor, address and site of all Belgrade events is BEOGRADSKI SAJAM (Belgrade Fair), Bulevar vojvode Misica 14, 11000 Belgrade. Attn: Miladin Sakic, Director General, and Milovan Jevtovic, Counselor/Foreign Exhibits.
March 30-Apr. 6. Int'l Automobile Salon. Annual.
May 12-18. Int'l Technical Fair. Int'l Chemical Industry Fair. Int'l Construction Trade Fair. Int'l Foundry Show. All Annual.
Oct. 6-12. Int'l Apparel Show "Fashion in the World." Annual.
Oct. 27-Nov. 2. Int'l Educational Aids Show. Int'l Work Safety Show. Int'l Photo-Cine Show. All Annual.
Nov. 17-23. Int'l Furniture & Interior Decoration Fair. Annual.

Leskovac

June 1-7. 23rd Int'l Textile & Textile Machinery Fair. Medjunarodni Sajam Tekstila I Tekstilnih Masina, Koste Stamenkovica 5, 16000 Leskovac. Attn: Sava Mirkovic, Director.

Ljubljana

Sponsor, address and site of all Ljubljana events is GOSPODARSKO RAZSTAVISCE (Ljubljana), Titova cesta 50, 61000 Ljubljana. Attn: Karel Kusar, Director General; Boris Stadler, Commercial Director.
Apr. 16-22. 3rd Int'l Fair of Educational Aids & School Equipment. Biennial.
June 13-19. 5th "Household Furniture Salon." Biennial.
Aug. 29-Sept. 7. 21st Wine Fair. Annual.
Oct. 7-12. 22nd Int'l Exbn., "Modern Electronics." Annual.
Dec. 3-9. Ski Expo '75—5th Int'l Winter Sports & Tourism Fair. Annual.

Novi Sad

May 9-18. 42nd Int'l Agricultural Fair. NOVOSADSKI SAJAM, Hajduk Veljkova 11, 21000 Novi Sad. Attn: Lazar Krstic, Director General; Stevan Muric, Counselor/International Exhibitors. Annual.

Sarajevo

Nov. 10-15. 4th Int'l Plastics & Elastomers Fair. CENTAR SKENDERIJI, Mice Sokolovica b.b., 61000 Sarajevo. Attn: Ljubo Kojo, Director General. Annual.

Skopje

Oct. 3-10. 16th Int'l Fair of Tobacco, Machinery & Agricultural Equipment. SKOPSKI SAEM, Fah 356, 91001 Skopje. Attn: Georgi Georgievski, Director General; Jovan Stojoevski, Commercial Director. Annual.

Zagreb

Sponsor, address and site for all Zagreb events is ZAGREBACKI VELESAJAM, Aleja Borisa Kidrica 2, 41000 Zagreb. Attn: Antun Borcilo, Director General; Igor Vjetrov, Special Events Counselor.
Feb. 24-March 1. 24th Int'l Leather & Footwear Week. Annual.
March 17-22. INTERGRAFIKA '75—3rd Int'l Graphics Industry & Paper Industry Fair. Biennial.
Apr. 21-27. Int'l Spring Zagreb Fair of Consumer Goods. 15th Int'l Foods Fair. 17th Int'l Crafts Fair. 3rd Int'l Furniture and Wood Industry Fair. 2nd Int'l Textile Industry Fair. All Annual. PLASTEKS—7th Int'l Plastics Fair. Biennial. JUREMA—18th Int'l Exbn. of Measuring & Regulatory Technics & Automation. Biennial. 5th Int'l Transportation, Communications & Integral Transportation Fair. Biennial.
May 19-24. INTERKLIMA—3rd Int'l Heating, Ventilation & Air-conditioning Fair. Biennial. URBANEKS—3rd Int'l Urban & Municipal Equipment Show. Biennial.
June 16-22. 8th Int'l Exbn. "Medicine & Technics." Biennial. INTERLABOR—2nd Int'l Laboratory Equipment Fair. Biennial.
Sept. 12-21. Int'l Zagreb Fall Fair. Horizontal samples fair. Annual.
Oct. 20-25. INTERBIRO '75—7th Int'l Electronic Data Processing & Office Equipment Exbn. Annual.
Nov. 17-22. TUEKS '75—7th Int'l Tourism & Catering Trade Equipment Exbn. Annual. SPORTEKS '75—4th Int'l Sports & Recreation Equipment Fair. Annual. INTERNAUTIKA '75—4th Int'l Nautical Salon. Annual.

Zaire

Kinshasa

June 21-July 6. FIKIN—Foire International de Kinshasa. General industrial products. Commissariat General de la Foire International de Kinshasa, B.P. 1397, Kinshasa 1. Biennial.

Zambia

Ndola

July 3-8. Zambia Trade Fair. Fair Park, Ndola. Zambia Industrial and Commercial Show Society Ltd., P.O. Box 1058, Ndola. Annual.

U.S. Trade Fairs Welcome Buyers From All Lands

For U.S. businessmen interested in expanding exports through participation in events in this country, U.S. industry expositions are listed below by date, name, location, and fair management address.

The following partial list includes principal shows whose managements have indicated to the Commerce Department an interest in hosting foreign exhibitors, businessmen and professional visitors. Information is taken from the latest data submitted to the U.S. Travel Service, U.S. Department of Commerce; however, the Department cannot assume responsibility for the accuracy of dates or the outcome of any transactions with the fair managements.

For further information on expositions and trade shows in the United States, write to: Office of Expositions and Special Projects, United States Travel Service, Room 4845, U.S. Department of Commerce, Washington, D.C. 20230.

March 1975

1-9. New Orleans Boat Show, 3003 E. Alabama, Houston, Tex. 77006.
2-6. Int'l Gas Turbine Conference & Products Show, Houston. Gas Turbine Div. of American Society of Mechanical Engineers, 4519 18th St., N. Arlington, Va. 22207.
3-7. Pittsburgh Conference on Analytical Chemistry & Applied Spectroscopy, Cleveland. Charles J. McCafferty, Jr., Pres., PPG Industries, Inc., P.O. Box 11472, Pittsburgh, Pa. 15238.
7-12. Int'l Beauty Show, New York. Clifford Cothren, Gen. Man., Convention & Exhibition, 100 Park Ave., New York, N.Y. 10017.
9-11. National Shoe Fair, Chicago. Reno Ravenna, Mgr., Delmonico Hotel, Room 400, Park Ave. & 59th St., New York, N.Y. 10022.
9-14. National Convention of Assn. for Educational Communications & Technology, Dallas. 1201 16th St. NW., Washington, D.C. 20036.
10-12. Triumph of Agriculture Exposition Farm & Ranch Machinery Show, Omaha. Mid-American Expositions, Inc., 666 Farnam Bldg., Omaha, Neb. 66102.

10-13. Western Metal & Tool Exposition (WESTEC), Los Angeles. American Society for Metals, Metals Park, Ohio 44073.
10-16. Int'l Fabricare Institute, Atlantic City. Karl M. F. Wilke, Exec. V. Pres., P.O. Box 940, Joliet, Ill. 60434.
11-16. Texas Nat'l Sports, Camping & Vacation Show, Houston. Double C Productions, Inc., 6515 Corporate Dr., Suite G, Houston, Tex. 77036.
12-14. Int'l Automotive Service Industries Show, Chicago. Hall Erickson Inc., 7237 Lake St., River Forest, Ill. 60305.
14-18. Int'l Beauty Trade Show, New York. 100 Park Ave., New York, N.Y. 10017.
17-20. SDCE Int'l Die Casting Exposition & Congress, Detroit. Irwin I. Chaitin, 1601 W. Lafayette, Detroit, Mich. 48216.
19-21. Int'l Trucking Show, Anaheim. Gary Sherrard, Pres., 1240 Bayshore Highway, Burlingame, Calif. 94010.

April 1975

4-9. Miami Int'l Sports, Camping & Travel Show, Miami. Exposition Corp. of America, Suite 202, Crossroads Bldg., 7210 SW. 57th Ave., S. Miami, Fla. 33143.
6-11. American Chemical Society Exposition, Philadelphia. 1155 16th St., NW., Washington, D.C. 20006.
7-9. American Assn. of Petroleum Geologists, Dallas. Box 979, 1444 So. Boulder, Tulsa, Okla. 74101.
7-10. SME Int'l Tool & Manufacturing Exposition & Engineering Conference, Detroit. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.
8-10. IEEE Int'l Convention & Exbn. (INTERCON), New York. 3600 Wilshire Blvd., Suite 1920, Los Angeles, Calif. 90010.
8-10. New England Hotel-Motel & Restaurant Show, Boston. Hotel Service, Inc. Management, 131 Clarendon St., Boston, Mass. 02116.
8-11. National Microfilm Assn. Convention & Exbn., Anaheim. Suite 1101, 8728 Colesville Rd., Silver Spring, Md. 20910.
13-18. Federation of American Societies for Experimental Biology, Anaheim. 9650 Rockville Pike, Bethesda, Md. 20014.
17-19. American Society for Artificial Internal Organs, Washington, D.C. P.O. Box 777, Boca Raton, Fla. 33432.
18-25. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.
21-24. Design Engineering Conference & Show, New York. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.
25-30. Nat'l Assn. of Tobacco Distributors Convention & Consumer Products Show, Las Vegas. 58 East 79th St., New York, N.Y. 10019.
27-May 2. Knitting Arts Exbn., Atlantic City. Robert T. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y. 10017.
28-29. Apartment Builder/Developer Conference & Exposition, Miami Beach. Nat'l Expositions, 14 West 40th St., New York, N.Y. 10018.
28-30. American Institute of Kitchen Dealers, Miami Beach. 114 Main St., Hackettstown, N.J. 07840.
29-30. Western Safety Congress & Exhibits, Anaheim. 3388 West 8th St., Los Angeles, Calif. 90005.

May 1975

4-6. Nat'l Liquefied Petroleum Gas Assn. Int'l Convention & Exbn., Chicago. 70 W. Monroe St., Chicago, Ill. 60603.
4-7. Super Market Institute, Dallas. Dir. of Conv., 303 East Ohio, Chicago, Ill. 60611.
5-8. National Plant Engineering Maintenance Show. Chicago. Clapp & Poliak Inc., 245 Park Ave., New York, N.Y. 10017.
5-8. Offshore Technology Conf., Houston. Donald J. Stareke, Exhibits Sales Mgr., 6200 N. Central Expressway, Dallas, Tex. 75206.
5-8. Premium Show, New York. Jay R. Thalheim, 98 Cutter Mill Road, Great Neck, N.Y. 11021.
5-9. Society of Plastic Engineers Spring Technical Conference, Atlanta. 656 W. Putnam Ave., Greenwich, Conn. 06830.
6-8. Int'l Leather Goods Show, New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.
6-8. NEWCOM Show, Las Vegas. Electronic Industry Show Corp., 222 S. Riverside Plaza, Suite #1606, Chicago, Ill. 60606.
13-15. Electro Optical Systems Design, West, Anaheim. ISM, 222 W. Adams St., Chicago, Ill. 60606.
17-21. Nat'l Restaurant & Convention Education Exposition, One IBM Plaza, Suite 2600, Chicago, Ill. 60611 .
18-21. New York Stationery Show, New York. Robert I. Carman, 220 Fifth Ave., New York, N.Y. 10001.
19-22. National Computer Conference Expositions, Anaheim. Dir. of Communications. 210 Summit Ave., Montvale, N.J. 07645.
22-25. Nat'l Art Materials Trade Assn., Chicago. 481-A Boulevard, Hasbrouck Heights, N.J. 07604.

June 1975

1-4. Consumer Electronics Show, Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.
1-4. National Fashion & Boutique Show, New York. Hotel McAlpin, Suite 2290, 34th & Broadway, New York, N.Y. 10001.
1-5. Mid Year China Glass Housewares & Decorative Accessories Show, Atlantic City. George Little Management, Inc., 220 Fifth Ave., New York, N.Y. 10001.
3-5. Nat'l Material Handling Show, Cincinnati. Shea Mgmt., Inc., 1326 Freeport Road, Pittsburgh, Pa. 15238.
3-5. TEXPO '75. Int'l Fashion Textiles Exposition), New York. Ronald Segal, Dir., 1110 Shop Road, Box 527, Columbia, S.C. 29202.
3-6. National Maintenace & Operations Meeting (The Reading Show), Municipal Airport. Paul R. Doelp, Dir., Reading Aviation Service, Box 1201, Reading, Pa. 19603.
6-8. Forest Products, Machinery & Equipment, Atlanta. Keith Judkins, Exposition Dir., P.O. Box 52468, New Orleans, La. 70150.
8-11. Institute of Food Technologists Meeting & Food Exposition, Chicago. 221 N. LaSalle St., Chicago, Ill. 60601.
10-12. Int'l Plant Engineering Show, Los Angeles. A. Byron Perkins & Assoc., Inc. 3951 E. Huntington Dr., Suite 104, Pasadena, Calif. 91107.
13-21. Foreign Business Enterprises Int'l Trade Fair, Las Vegas. 598 N. 25th St., Las Vegas, Nev. 89101.
14-16. National Plumbing, Heating & Cooling Exposition, Atlanta. 1016 20th St. NW., Washington, D.C. 20036.
15-20. Chicago Home Furnishing Show. 666 Lake Shore Dr., Chicago, Ill. 60611.
15-20. American Furniture Mart—Int'l Home Furnishing Show, Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611.
16-18. Int'l Communications Conf. (ICC-'75), San Francisco. 1105 Old Country Road, San Carlos, Calif. 94070.
16-19. Air Pollution Control Assn. Exhibition, Boston. Exhibit Mgr., 4400 5th Ave., Pittsburgh, Pa. 15213.
18-21. Int'l Waste Equipment & Technology Exposition, Los Angeles. Nat'l Solid Wastes Management Assn., Suite 800, 1730 Rhode Island Ave. NW., Washington, D.C. 20036.
22-27. Nat'l Furniture Mart & Home Furnishing Mart Show, New York. 205-215 Lexington Ave., New York, N.Y. 10016.

July 1975

6-9. Southern Furniture Market Show, High Point. 209 S. Main, High Point, N.C. 27261.
6-10. Wholesale Home Furnishings Market, Seattle. Mrs. Clint Perkins, 121 Boren Ave., North, Seattle, Wash. 98109.
6-11. Los Angeles Home Furnishings Mart. 1933 S. Broadway, Los Angeles, Calif. 90007.
6-11. Southwest Furniture Market Show, Dallas. 4313 N. Central Expressway, Dallas, Tex. 75205.
11-16. Transworld Housewares & Variety Exhibit, Chicago. 466 Central Ave., Northfield, Ill. 60093.
13-18. Western Home Furnishings Market, San Francisco. 1355 Market St., San Francisco, Calif. 94103.
14-18. National Housewares Exbn., Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654.
16-25. Atlanta Gift & Dec. Accessories Market, Atlanta. Atlanta Merchandise Mart, 240 Peachtree St., Atlanta, Ga. 30303.
26-30. RJA Int'l Jewelry Trade Fairs, New York. Retail Jewelers of America, Inc., 10 Rooney Circle, W. Orange, N.J. 07052.
27-Aug. 1. Chicago Gift Show. Eastern Manufacturers Importers Exhibit, Inc., 220 5th Ave., New York, N.Y. 10001.

August 1975

1-4. Int'l Exposition of Designers Sources, Los Angeles. Am. Society of Interior Designers, 730 Fifth Ave., New York, N.Y. 10019.
3-6. San Francisco Gift Show. Western Exhibitors, Inc., 1355 Market St., San Francisco, Calif. 94103.
7-17. Wisconsin State Fair, Milwaukee. William J. Greiner, State Fair Park, Milwaukee, Wis. 53214.
9-12. Pacific Coast Regional Restaurant-Hotel-Motel Exposition, Los Angeles. 448 S. Hill St., Suite 612, Los Angeles, Calif. 90013.
10-15. New York Gift Show. Little Brothers Shows, Inc., 220 Fifth Ave., New York, N.Y. 10001.
16-19. Seattle Gift Show. Bert Tonkin, 1355 Market St., San Francisco, Calif. 94103.
17-20. Nat'l Fancy Food & Confection Show, Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.
18-21. Tri-State Hospital Assembly (American Hospital Assn.), Chicago. Alfred Van Horn III, 400 N. Michigan Ave., Chicago, Ill. 60611.
24-25. American Chemical Society Exposition, Chicago. 1155 16th St. NW., Washington, D.C. 20036.
26-28. National Chemical Exposition, Chicago. 86 E. Randolph St., Chicago, Ill. 60601.
26-28. National Hardware Show, Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.

September 1975

7-11. GRAPH-EX '75, Chicago. Philip W. Battaglia, Exhibit Mgr., 570 Seventh Ave., 20th Floor, New York, N.Y. 10018.
7-11. Boston Gift Show. Little Brothers Shows, Inc., 220 Fifth Ave., New York, N.Y. 10001.
10-21. Eastern States Exposition, West Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.
13-15. Pacific Horticultural Trade Show, San Diego. California Assn. of Nurserymen, P.O. Box 1100, Garden Grove, Calif. 92642.
16-19. Western Electronic Show (WESCON), San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90010.
18-21. Int'l Marine Trades Exhibit & Conference, Chicago. 401 North Michigan Ave., Chicago, Ill. 60601.
19-28. State Fair of Oklahoma, Oklahoma City. 500 N. Land Rush St., Oklahoma City, Okla. 73107.
20-25. Int'l Public Works Congress & Equip-

ment Show, New Orleans. 1313 E. 60th St., Chicago, Ill. 60637.
21-24. Nat'l Assn. of Food Equipment Manufacturers (NAFEM/75), Louisville. One Illinois Center, 111 East Wacker Drive, Chicago, Ill. 60610.
21-24. National Merchandise Show, New York. 98 Cutter Mill Road, Great Neck, New York, N.Y. 11021.
21-25. Prestressed Concrete Institute, Las Vegas. 20 North Wacker Drive, Chicago, Ill. 60606.
22-25. Iron & Steel Exposition, Cleveland. Suite 2350, Three Gateway Center, Pittsburgh, Pa. 15222.
25-27. Bobbin Show/AAMA Convention, Philadelphia. Ronald Segal, Dir., P.O. Box 527, 1110 Shop Road, Columbia, S.C. 29202.
26-Oct. 5. Tulsa State Fair, P.O. Box 4735, Tulsa, Okla. 74104.
29-Oct. 22. National Safety Congress & Exposition, Chicago. 425 N. Michigan Ave., Chicago, Ill. 60611.

October 1975

1-5. World Dairy Exposition, Madison. 1707 S. Park St., Madison, Wis. 53713.
3-19. State Fair of Texas, Dallas. P.O. Box 26010, Dallas, Tex. 75226.
4-8. Nat'l Tire Dealers & Retreaders Assn., Boston. 1343 L St. NW., Washington, D.C. 20005.
5-10. Water Pollution Control Federation Exposition, Miami Beach. 3900 Wisconsin Ave. NW., Washington, D.C. 20016.
6-9. ISA Instrument Automation Conference & Exbn., Milwaukee. P. N. Msade, Exhibit Dir., 400 Santwix St., Pittsburgh, Pa. 15222.
9-12. Fish Expo, Seattle. 3 School St., Boston, Mass. 02108.
12-16. Society of Exploration Geophysicists Exposition, Denver. 3707 51st St., Tulsa, Okla. 74135.
12-17. Nat'l Electric Contractors Exposition, New York. 7315 Wisconsin Ave. NW., Washington, D.C. 20014.
16-20. Nat'l Automatic Merchandising Assn., New Orleans. 7 So. Dearborn St., Chicago, Ill. 60603.
16-26. Int'l Wine & Cheese Festival, New York. 258 Broadway, New York, N.Y. 10007.
19-23. Nat'l Builders Hardware Exposition, Las Vegas. 1290 Ave. of Americas, New York, N.Y. 10019.
20-23. Int'l Pollution Engineering Show, Cleveland. Clapp & Poliak Exposition Management, 245 Park Ave., New York, N.Y. 10017.
21-23. Int'l Building Exposition (INBEX), Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.
21-23. Power Transmission Design Show, Chicago. 614 Superior West, Cleveland, Ohio 44113.
25-28. Int'l Footwear Manufacturing Conference & Exposition, Atlantic City. American Footwear Industries Assn., 1611 North Kent St., Arlington, Va. 22209.
25-31. Dentistry Int'l: A Diamond Jubilee, Chicago. American Dental Assn. 211 E. Chicago Ave., Chicago, Ill. 60611.
27-31. Business Systems Product World, New York. Prestige Expositions, 60 E. 42nd St., New York, N.Y. 10017.
30-Nov. 1. Pacific Logging Congress. Int'l Logging Equipment Show, Portland. 217 American Bank Bldg., Portland, Oreg. 97205.

November 1975

2-5. Nat'l Frozen Food Convention Exposition, San Francisco. Strauss Spigler Kline Corp., Drawer 69, Glenside, Pa. 19038.
3-6. Int'l Energy Engineering Exposition & Congress, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.
10-12. Truck Body & Equipment Assn. (TBEA) Convention & Exposition, Atlanta. Suite 1220, 5530 Wisconsin Ave., Washington, D.C. 20015.
10-13. Int'l Hotel & Motel Education Exposition, New York City. 141 West 51st St., New York, N.Y. 10019.
11-13. Materials Testing & Quality Control Show & Conference (MATCON), Cincinnati. American Society for Metals, Metals Park, Mich. 44073.
17-19. Int'l Soft Drink Indusry Exposition, Dallas. Peter W. Nathan, 245 Park Ave., New York, N.Y. 10017.
18-20. Automotive Parts & Accessories Assn. Show, Chicago. Hall-Erickson, Inc. 7237 Lake St., River Forest, Ill. 60305.
18-20. Nat'l Swimming Pool Exposition, New Orleans. 2000 K St. NW., Washington, D.C. 20006.
21-23. Nat'l Decorating Products Show, Chicago. 9334 Dielman Industrial Dr., St. Louis, Mo. 63132.
30-Dec. 3. Nat'l Telecommunications Conference (NTC-'75), New Orleans. David E. Buck, 1215 Prytania St., New Orleans, La. 70148.

December 1975

1-4. Exposition of Chemical Industries, New York. Int'l Exposition Co., 200 Park Ave., New York, N.Y. 10017.
2-4. Electro-Optics and the Concurrent Int'l Laser Exposition, San Francisco. Industrial & Scientific Conference Management, Inc., 222 W. Adams, Chicago, Ill. 60606.
7-11. World of Agricultural Aviation, Las Vegas. 1101 17th St. NW., Washington, D.C. 20036.

January 1976

4-8. Atlantic City China & Glass Show, Atlantic City. 220 5th Ave., New York, N.Y. 10001.
8-18. Nat'l Boat Show, New York. Box 5555, Grand Central Sta., New York, N.Y. 10017.
9-14. Transworld Housewares & Variety Exhibit, Chicago. 466 Central Ave., Northfield, Ill. 60093.
10-13. Nat'l Audio-Visual Convention & Exhibit, Las Vegas. 3150 Spring St., Fairfax, Va. 22030.
10-18. Detroit Auto Show, Detroit. 6525 Lincoln Ave., Detroit, Mich. 48202.
10-19. San Francisco Nat'l Sports & Boat Show, San Francisco, 615 Front St., San Francisco, Calif. 94111.
11-14. Retailers Business & Equipment Exposition, New York. Nat'l Retail Merchants Assn. Enterprises, Inc., 100 W. 31st St., New York, N.Y. 10001.
12-16. Nat'l Housewares Exposition, Chicago. Dolph Zapfel, Managing Director, 1130 Merchandise Mart, Chicago, Ill. 60654.
13-15. INTERPIPE '76 (Int'l Pipeline Technology Convention), Houston. 6006 Bellaire Blvd., Suite 109, Houston, Tex. 77036.
16-24. Nat'l Western Stock Show, Denver. Willard E. Simms, 1325 E. 46th Ave., Denver, Colo. 80216.
18-21. Nat'l Exposition for Food Processors, Chicago. 7758 Wisconsin Ave., Washington, D.C. 20014.
18-21. Nat'l Fashion & Boutique Show, New York. Hotel McAlpin, Suite 2290, 34th and Broadway, New York, N.Y. 10001.
18-22. National Assn. of Home Builders Show, Dallas. 15th & M St. NW., Washington, D.C. 20006.
25-28. Southeastern-Int'l Educational Poultry Convention Trade Show, Atlanta. Harold E. Ford, 1456 Church St., Decatur, Ga. 30030.
25-30. New York Gift Show, New York. 220 Fifth Ave., New York, N.Y. 10001.
25-27. New Orleans Gift, Jewelry Show. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill. 60603.
25-28. Hobby Industry Trade Show, Chicago. 200 5th Ave., Suite 1605, New York, N.Y. 10010.

February 1976

1-4. Int'l Security Conference (West), Los Angeles. 2639 S. La Cienega, Los Angeles, Calif. 90039.
1-4. San Francisco Gift Show. 1355 Market St., San Francisco, Calif. 94103.
1-5. Concrete & Aggregates Show, Houston. Vincent P. Ahearn, Jr., 900 Spring St., Silver Spring, Md. 20910.
1-5. Int'l Air-Conditioning, Heating, Refrigeration Exposition, Dallas. Int'l Exposition Co., 200 Park Ave., New York, N.Y. 10017.
2-8. World Congress for Housing, Tulsa. Great Plains Mobile Housing Institute, 4850 E. 50th St., Suite 60, Tulsa, Okla. 74135.
5-8. Nat'l Sporting Goods Assn. Convention & Show, Houston. 717 North Michigan Ave., Chicago, Ill. 60611.
7-11. Nat'l Automobile Dealers Assn. Convention & Exposition, Las Vegas. 2000 K Street NW., Washington, D.C. 20006.
8-13. Chicago Gift Show, Chicago. Eastern Manufacturers & Importers Exhibit, Inc., 220 5th Ave., New York, N.Y. 10001.
8-15. Eastern Sports, Boat, Camping & Outdoor Show, Harrisburg. 1330 Boylston St., Suite 209, Chestnut Hill, Mass. 02167.
11-14. Nat'l Farm Machinery Show, Louisville. P.O. Box 21179, Louisville, Ky. 40221.
16-17. Precast Concrete Industries Exposition, St. Louis. 825 E. 64th St., Indianapolis, Ind. 46220.
18-24. Interscience Int'l, New York City. Scherago Assn., P.O. Box 874, Upper Montclair, N.J. 07043.
20-26. Miami Int'l Boat Show, Miami Beach. 1570 Madruga Ave., Coral Gables, Fla. 33146.
22-25. Western Farm Show, Kansas City, Mo. 638 W. 39th St., Kansas City, Mo. 64111.
22-March 2. Chicago Auto Show. O'Hare Plaza. 5725 E. River Road, Chicago, Ill. 60631.
23-27. SAE Automotive Engineering Congress and Exposition, Detroit. Society of Automotive Engineers, Inc., 400 Commonwealth Dr., Warrendale, Pa. 15096.

March 1976

1-3. Int'l Pulp & Paper Industry, New York. National Expositions Co., Inc., 14 West 40th St., New York, N.Y. 10018.
1-5. Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy, Cleveland. Charles L. McCafferty, Jr., President, PPG Industries, Inc., P.O. Box 11472, Pittsburgh, Pa. 15238.
3-5. Int'l Automotive Service Industries Show, San Francisco. Hall-Erickson, Inc., 7237 Lake St., River Forest, Ill. 60305.
6-14. New Orleans Int'l Boat Show. Pace Management Corp., 3003 E. Alabama, Houston, Tex. 77006.
8-11. National Plant Engineering & Maintenance Show, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.
12-21. American and Canadian Sport, Vacation and Boat Show, Cleveland. 314 Lincoln Bldg., Cleveland, Ohio 44114.
19-24. Int'l Beauty Show, New York City. 100 Park Ave., New York, N.Y. 10017.
21-25. Boston Gift Show. 220 Fifth Avenue, New York, N.Y. 10001.
21-25. Int'l Gas Turbine Conference, New Orleans. 4519 18th St., North, Arlington, Va. 22207.
22-25. IEEE Int'l Convention and Exhibit (INTERCON), New York. 345 E. 47th St., New York, N.Y. 10017.
28-31. New England Hospital Assembly Inc. Meeting, Boston. 91 Crest Ave., Chelsea, Mass. 02150.
28-April 2. Assn. for Educational Communications and Technology Nat'l Convention, Dallas. 1201 16th St., N.W., Washington, D.C. 20036.

Worldwide Business Opportunities

U.S. Promotions Abroad

U.S. Technology Show and Sell Exhibition—Intellectual Assets/Patents/Technology Transfer. Tel Aviv. Feb. 9-15. The product categories involved are: electrical and electronic machinery, equipment, and instruments; rubber and plastic products; agricultural products; pharmaceutical and surgical equipment; stone, glass, clay, and concrete products; primary metals; fabricated metal products; machinery; instruments; printing equipment; transport and construction equipment; and more. Franc D. Manzolillo, 202-967-5767.

Citrus Industry Equipment and Supplies Trade Mission. Spain, Italy, and Greece. March 1-12. In these major citrus-producing countries there is good sales potential for machinery used in harvesting, food processing, and storage equipment for fruit growing and processing. Call Wanda Lee Ale, 202-967-4511.

Orchard and Vineyard Equipment (JEEP), U.S. Trade Center, Frankfurt. March 3-5. Will show components for advanced-type irrigation systems, frost protection systems (especially electrically ignited), hydraulic and pneumatic pruners, spraying equipment, mechanized harvesters designed for Germany's operating conditions and specialty items to improve field operations and worker efficiency. Contact nearest Commerce District Office or Paul Harder, 716-842-3208.

Communications Equipment Catalog Exhibit. Beirut. March 3-7. Lebanon offers a potential market for communications equipment of more than $10 million. The market is substantial and expanding yearly. Increased buying is expected in the area of telephone equipment. Robert E. Peterson, 202-967-3973.

Pharmaceutical and Cosmetics Exhibition. Mexico City Trade Center. March 3-7. Expanding Mexican Government medical care programs and stricter quality control requirements offer U.S. suppliers good opportunities to market a wide range of machinery, equipment, and instrumentation used in production and packaging of pharmaceuticals and cosmetics. High interest in bulk pharmaceuticals and cosmetics materials indicates good sales. Fred Tower, 202-967-3636.

Pulp, Papermaking and Converting Equipment Exhibition. U.S. Trade Center, Paris. March 3-7. With demand for paper skyrocketing, local manufacturers fall far short of meeting equipment needs. Furthermore, strict pollution control regulations and the ongoing modernization trend are resulting in demand for the most sophisticated process control and pollution control equipment and instrumentation. There is also much interest in waste paper processes. Call Robert B. Wallace, 202-967-3748.

Electronic Data Processing and Related Equipment. U.S. Trade Center for Scandinavia in Stockholm. March 10-14. Strong EDP sales continue to be fueled by increasing private sector realization of new profit-oriented computer applications and by increasing flexibility in leasing and other approaches to the issue of computer availability. Current projections indicate that the Swedish market alone will spend almost $1 billion on EDP equipment in the 1973-77 period. Jim Lamont, 202-967-4543.

U.S. Industrial Heat Processing Equipment Trade Mission to Korea, Taiwan and Singapore. March 10-24. This Mission is in response to strong market demand for industrial heat processing equipment in these three countries, whose economies are among the fastest growing in the world. The Mission will include U.S. companies providing industrial furnaces and ovens, combustion equipment, heat exchange equipment, dryers and other industrial heating devices. Bill Bushwaller, 202-967-4511.

U.S. Exhibition, Cairo International Fair. March 10-31. The American Embassy is sponsoring a U.S. Exhibition at the Cairo International Fair featuring a variety of products and services aimed at the Egyptian market. Apply directly to Roger Merrick, Commercial Section, American Embassy, 5 Sharia Latin America, Cairo. Limited background information is available from: Robert Vigneault, 202-967-4304, or John Haldane, 202-967-3752.

Industrial Assembly Equipment. Milan Trade Center. March 11-15. Vastly increasing labor costs are causing Italian manufacturers to seek more advanced types of assembly equipment. In addition, Italian industry, in its attempt to remain competitive, is being forced to rationalize production processes. Since Italian manufacturers produce mainly conventional types of industrial assembly equipment, the projected strong demand for high productivity machines, products and tools incorporating latest developments and know-how will be met by imports. Contact John Priamou, 202-967-2434.

Hotel and Restaurant Equipment Exhibition. Tokyo. March 14-18. This major promotion will be held concurrently with the 1975 Tokyo International Hotel and Restaurant Show. The Japanese market for hotel and restaurant equipment in 1973 was about $3.9 billion and growing 20 percent annually. Best sales prospects include equipment for administrative services, building mechanics, commercial food and services, and cleaning, maintenance and sanitation. John L. Wolf, 202-967-4056.

Ship and Boatbuilding and Marine Equipment Catalog Exhibit. UAE, Iraq and Oman. March 16-24. Feasibility studies are being conducted and up-to-date equipment, more modern small ports, and improved communications will likely be a part of development. The present small U.S. share of imports of boats and marine equipment should grow in volume with increased modernization. Call Robert E. Peterson, 202-967-3973.

Educational and Training Aids Equipment (JEEP). Mexico City Trade Center. March 17-19. With a population of approximately 57 million, an economy growing at a steady 7.4 percent and a school enrollment of over 10 million, improved techniques and equipment for Mexico's schools and colleges are constantly being sought. In addition, enterprises are required to provide education and training for employees. Alvin G. Davis, Chicago District Office, 312-353-4450.

Technical Sales Seminar on Agricultural Chemicals and Chemical Processing, Hungary, Bulgaria and Romania. March 17-April 1. A recent study of these countries points up increased usage of U.S.-made pesticides and fertilizers including fungicides, herbicides, insecticides and chemical fertilizers such as phosphates. In response to this need, Commerce, for seven American firms in the fields of preparation, development, application and evaluation of agricultural chemicals, will set up seminar meetings in each city with key managerial and technical people as well as arrange private discussions with purchasing authorities. Fred E. Crosley, Jr., 202-967-5285.

Advanced Electronic Components Exhibition. Milan Trade Center. March 24-27. Italian imports of advanced electronic components have been increasing an average of 18 percent a year. Between 1971 and 1973 consumption of these components climbed from $89.5 million to $135.7 million. High on the list of most-wanted components are capacitors, integrated circuits, diodes, rectifiers, transistors, resistors, thyristors, cathode ray color tubes. Call Sam Spaulding, 202-967-4508.

Mining Equipment and Services Trade Mission to Poland, Czechoslovakia, and Romania. April. Significant marketing opportunities are expected to result from this Mission. Participating U.S. companies will be recruited from the fields of mining engineering services, mine safety equipment, and strip mining apparatus and deep mining tools and equipment for coal and other minerals. Doug Harwood, 202-967-3741.

Railway Equipment Trade Mission to Nigeria, Zaire, Zambia, Botswana. April. Railroad rolling stock and equipment including maintenance, repair, service equipment, signaling, communications and electronics are among major categories of products and services urgently required to service, expand and build railroad systems in these expanding economies. Herb Socks, 202-967-3846.

Health Care Industries Catalog Exhibit. Ethiopia and Kenya. April. Development plans for these two countries call for expenditures of over $23 million for various health programs in a wide variety of areas. Major emphasis is on construction of buildings and purchase of equipment for health centers and health stations; upgrading present facilities; improvement of hospital services, especially in the areas of surgery, x-rays, safe water, sanitation, dentistry and some in the area of cardiology. Money has also been allocated for special projects to combat communicable diseases and to improve public health services. Robert E. Peterson, 202-967-3973.

Pumps and Compressors Specialized Exhibition. Moscow. April 1-10. The new five-year plan includes expansion of present and construction of new enterprises throughout the country. Implementation of these plans requires acquisition of a large volume of the most up-to-date pumps, compressors, and related items. Soviet domestic production is capable of supplying only a part of total demand for this equipment. Call Oleg Jerschkowsky, 202-967-3376.

Data Acquisition (JEEP). Frankfurt Trade Center. April 2-4. Germany is one of the most extensive users of computers and peripherals after the United States. Germany's current market for data acquisition devices is $130 to $150 million a year with an annual growth potential of about 20 percent. The U.S. share is 50 percent and is expected to reach 60 percent by 1977. Contact Frank O'Connor, U.S. Department of Commerce District Office, 441 Stuart St., 10th Floor, Boston, Mass. 02116. Tel. 617-223-2312.

Chemical and Petrochemical Processing Equipment and Services Trade Mission to Venezuela, Brazil and Argentina. April 3-15.

All U.S. companies providing products and services in the broad field of chemical and petrochemical production and processing equipment, instrumentation and services are invited to participate. Limited to 12 members. Call Bill Bushwaller, 202-967-4511.

Hospital Equipment and Systems Trade Mission to Greece, Italy and Switzerland. April 5-17. Currency realignments continue to give U.S. products a price advantage over major competitors. The following medical/hospital equipment should find a good market: clinical and research laboratory instrumentation, and cardiological-thoracic, neurological, pediatric, nephritic and general hospital equipment, especially nuclear medicine equipment. E. Lee Carteron, 202-967-2973/4.

Electronics Production and Test Equipment Tandem Exhibitions. U.S. Trade Center, Stockholm, April 7-11, U.S. Trade Center, London, April 15-18. Two consecutive exhibitions directed primarily to producers of electronic components in Sweden and the United Kingdom are now being offered to U.S. manufacturers of nonferrous metal mill shapes; production equipment for semiconductor integrated circuits, printed circuits, wiring assembly and other components; test instruments and equipment for production and/or inspection; parts and devices and passive components; and piezoelectric crystals including mounted filters and parts. Maurice Peter, 202-967-4256.

Pollution Control Equipment Trade Mission to Belgium, Netherlands and Norway. April 7-18. Establishment of strict pollution control standards by each of these countries is creating considerable demand for air and water pollution treatment and recycling equipment, noise abatement and control equipment and measuring, monitoring, sampling and analyzing instruments. Call Douglas Harwood, 202-967-3741.

Building Construction Materials and Equipment Show. Jidda, Riyadh and Dhahran. April 7-18. Commerce is offering a uniquely integrated approach to development of the burgeoning Saudi Arabian housing and construction market. The 20-25 participating firms will provide services covering the full range of urban development including contractors, community development firms, building manufacturers and material suppliers, engineering, design and architectural firms, and manufacturers of hand and power tools as well as light construction equipment. Franc Manzolillo, 202-967-5767.

Microelectronic Components (JEEP). Frankfurt Trade Center. April 8-10. An excellent opportunity to capitalize on Germany's growing need for imported components. Good sales opportunities exist for the following microelectronic components: integrated circuits, resistors, capacitors, diodes and rectifiers, transistors, optoelectronic couplers, photo-diodes and phototransistors. Contact Paul Lienenbach, U.S. Department of Commerce District Office, 11th Floor, Federal Office Bldg., 11000 Wilshire Blvd., Los Angeles, California 90024. Tel: 213-824-7591.

U.S. Consumer Goods Production. Tokyo Trade Center. April 9-12 and 16-19. The first promotion will present major electrical appliances, electric and nonelectric housewares and home furnishings. The second will essentially cater to recreation, sporting and leisure items, games, toys, books, magazines, writing instruments, precious stones and jewelry, cosmetics, perfumes and athletic wear. Revaluation of the yen, escalating costs, changing Japanese tastes towards western goods, and demand for a wider range of quality/brandname items are contributing to strong sales of U.S. consumer goods in Japan. Call Don Chambers, 202-967-2963.

The International Motor Show, Barcelona. April 12-22. Commerce will sponsor a U.S. pavilion at Spain's leading annual event for the automotive industry. Plans have been established by Spanish auto manufacturers to spend $1.1 billion by 1977 for new and improved production facilities. With the subsequent increase in the motor vehicle population, there will be a tremendously increased demand for new and improved service and repair equipment. Call William S. Gaines, 202-967-3957.

Laser and Electro-Optic Technology Exhibition. U.S. Trade Center, Paris. April 14-18. A laser exhibition in 1969 resulted in over $3 million in sales during the show and the following year. Since then, scientific and industrial need has grown rapidly. During 1975-1977, French industry and scientific organizations are expected to spend $39 million on lasers. Imports are expected to constitute the greater share of this market. Chuck Whitley, 202-967-5381.

U.S. Book Fair. Sydney Trade Center. April 14-18. Australian imports of books and pamphlets are approximately $85 million, with annual growth of 10 percent. The U.S. provides about one-third. American products have been competitive recently with revaluation of the Australian dollar. In addition, recent breakthroughs in the restrictive markets agreement allow greater freedom and openness in Australia. Don McDonough, 202-967-3646.

Franchising Trade Mission. Tokyo, Osaka and Fukuoka, Japan. April 14-25. Japan's rapidly growing economy favors the extension of franchising activities in the categories of fast food restaurants, automobile products and services, laundry and dry-cleaning services, hotels, recreation, and retailing. Call Wanda Lee Ale, 202-967-4511.

Educational Training Aids & Audio Visual Equipment Catalog Exhibition. Singapore and Malaysia. April 15-23. This event is designed to assist U.S. industry in developing and expanding sales in the Far East market. Exporters of this type of equipment have a growing market in Singapore; imports increased 74 percent over the 1972 level to $41.8 million in 1973. Overseas suppliers furnish approximately 80 percent of Malaysia's requirements for educational training aids and audio visual equipment; in 1972 imports totaled some $10 million. Call Robert E. Peterson, 202-967-3973.

Plant Protection Systems (JEEP). U.S. Trade Center, Tehran. April 20-22. The market for plant protection systems in Iran is expected to grow from $3.6 million to $21 million within the next four years. Many new plants are under construction or expansion, and managers are interested in seeing new developments in plant protection methods. Participation limited to new-to-market firms. Bill Welch, Detroit District Office, 313-226-3650.

MACH TECH—Machine Tools and Metalworking Equipment Exhibition. Taipei Trade Center. April 21-25. Taiwan's economy continues to expand at over 8 percent annually. The industrial sector is developing rapidly and requirements for metalworking equipment and machine tools are expected to increase at 15 percent per year, from $38 million in 1974 to $67 million in 1978. Harold Nelson, 202-967-4228.

Woodworking, Furniture Manufacturing and Timber Industries Equipment Exhibition. Zagreb Spring Fair, Yugoslavia. April 21-27. The timber and woodworking industries represent an important sector of the Yugoslav economy—accounting for 7 percent of total industrial output and 11 percent of total exports. Furniture manufacturing is one of the fastest growing and most successful industries there. The Yugoslav Government has accorded priority in economic planning for further development of these industries. Beryl D. Cohen, 202-967-4508.

Pollution Control Equipment. Frankfurt Trade Center. April 22-25. American manufacturers and suppliers of equipment for control of air and water pollution, noise abatement, sewage treatment and solid waste disposal have an excellent opportunity. In 1974 and 1975, the Federal Republic's annual investment in pollution abatement is anticipated at about $2.6 billion and $3.1 billion, respectively. Bill Dawson, 202-967-4941.

Process Control Instrumentation Exhibition. Manila. April 22-26. High sales potential exists in the Philippines for U.S. manufacturers of process measuring and control instruments and systems for measuring, recording, and controlling physical/chemical properties. Total consumption of such instrumentation rose from $1.7 million in 1970 to $2.4 million in 1973, a jump of nearly 30 percent. Consumption is expected to more than double between 1974 and 1978. Call Dave Horridge, 202-967-2798 or 5545.

U.S. Exhibition, Casablanca International Fair. April 24-May 11. A U.S. exhibition sponsored by the American Embassy will feature a variety of products and services aimed at the Moroccan market. Apply directly to: Joseph Fisher, Commercial Section, American Consulate General, B.P. 675, No. 8, Bd. Moulay Youssef, Casablanca. Limited background information is available from Robert Vigneault, 202-967-4304, or Laron Jenson, 202-967-5737.

Road Construction Technology Seminar to Ivory Coast, Nigeria and Zambia. April 29-May 15. Market studies just completed in these oil and mineral rich countries point to extensive and massive transportation construction outlays. Equipment imports alone will reach $310 million in the 1975-1976 period. Fred E. Crosley, Jr., 202-967-5285.

Plastics Processing Equipment Catalog Show. Buenos Aires. May. The Argentine plastics processing industry consists of some 1,500 firms. Imports of equipment total about $1.2 million per year and are expected to grow at about 15 percent annually during the next five years. Robert E. Peterson, 202-967-3973.

Hospital/Medical Equipment (JEEP). U.S. Trade Center, Sydney. May 5-7. The medical equipment industry is one of the fastest growing markets for U.S. firms. Increased government spending in addition to monetary revaluations, make U.S. products very competitive, and most of Australia's requirements must be met by imports. Call M. R. Sherar, 317-633-4537.

U.S. Computers for Industry Trade Mission to Hong Kong, Taiwan, and Singapore. May 8-22. Market research has identified a range of computers and related products which offer sales potentials in these important markets. Ed Oliver, 202-967-3746.

Portable Power Tools (JEEP). U.S. Trade Center, Tehran. May 12-14. The $10 million market for pneumatic power and hand tools in Iran is expanding dramatically as Iran builds factories and houses for industrial workers and the burgeoning middle class. Limited to new-to-market firms. Phone Felix Turel at Cincinnati District Office, 513-684-2944.

Telecommunications Equipment and Systems Exhibition, U.S. Trade Center, London. May 12-16. The United Kingdom is one of the largest primary and intermediate markets in the world for telecommunications equipment, subassemblies, and systems. The British market for telecommunications equipment in 1973 amounted to $1.1 billion; imports totaled $218.8 million—$39.1 million from the U.S. Call I. D. Nathanson, 202-967-3355.

Biomedical Equipment Exhibition. U.S. Trade Center, Mexico City. May 12-16. The Mexican market for imported biomedical equipment is expected to reach $21 million by 1976. This market is wide open to aggressive U.S. companies with interesting new products to sell. Mary Wiening, 202-967-5037.

Analytical Instruments for Science and Industry Exhibition. U.S. Trade Center, Tokyo. May 12-16. For 1974, the Japanese market for automated and computer controlled analytical instruments is estimated at nearly $50 million. The expected value of $78 million by 1976 represents an annual average rate of growth of 25 percent. Of the 1974 consumption figure of $50 million, 57 percent is of domestic Japanese origin and a surprisingly high 37 percent of U.S. origin. Value-wise, Japanese imports amounted to approximately $21.6 million in 1974, with the U.S. share being $18.6 million or 86 percent. Fred Groh, 202-967-2709.

Children's Fashions (JEEP). U.S. Trade Center, Paris. May 13-15. In spite of an active French garment industry, the market in France offers splendid opportunities for many American manufacturers of children's clothing. Sales prospects for U.S. sportswear are likely to get better as youth-led trends towards casual clothing continue. Interest is especially strong for styles that project the American look. Contact nearest Commerce District Office or Anita Brownstein, 202-967-4504.

Toys and Games (JEEP). U.S. Trade Center, Paris. May 13-15. An increased affluence and a generous attitude towards youth are factors which account for a surge in the market in France for toys and games. In 1973 the French spent over $323 million for children's playthings and this upward trend will continue. Contact nearest Commerce District Office or Anita Brownstein, 202-967-4504.

Airconditioning and Refrigeration Equipment Exhibition. Frankfurt Trade Center. May 13-16. This event will feature equipment for the commercial, industrial and residential markets. The current German airconditioning equipment market is estimated at about $301 million, of which about 22.5 percent or $68 million is manufactured in the U.S. By 1976 the market is expected to be about $458 million, of which $91.7 million will come from the U.S. The refrigeration market is expected to increase 5-8 percent annually. Don Schmadel, 202-967-2177.

Construction Equipment and Building Materials Exhibition. Milan Trade Center. May 16-21. The Italian construction industry ranks high internationally, with operations throughout the Mediterranean area, Africa, and elsewhere. U.S. products in many categories are now very competitive due to currency realignments and higher inflation levels in competing countries. This event runs concurrent with Cemento Expo, International Exhibition of the concrete industry at the same Fairgrounds. Drastically increased labor costs and other cost increases in traditional materials and construction techniques are causing Italian construction firms to seek new equipment and materials which will help them contain costs. Peter Wilson, 202-967-2434.

Technology 75—Tel Aviv International Fair. May 20-27. A show for machine tools, metalworking and finishing equipment and computers will be sponsored by Commerce at the U.S. Pavilion of this Fair, a "business only" event designed to attract the largest possible number of prospective purchasers. William Gaines, 202-967-5506.

U.S. Advanced Business Equipment Exhibition. Budapest International Spring Fair. May 21-29. Hungarian officials have expressed high interest in advanced business equipment geared to mechanize and modernize office systems and administrative procedures. Principal equipment in demand includes: electronic calculators, accounting machines, microfilm systems, advanced model cash registers, copy and duplicating equipment, and other general office equipment. Call Dick Bell, 202-967-2801.

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions, write: Trade Missions, Rm. 4219, U.S. Department of Commerce, Washington, D.C. 20230.

Printing and Graphic Arts Equipment. Sydney Trade Center. May 26-30. This will be the third exhibition of the U.S. Trade Center for Australia. The Australian market for printing equipment has expanded from $33 million in 1972 to $54 million in 1974. Imports account for almost all of the market. U.S. exporters are in a good position to increase their share in the face of British and German competition. Don McDonough, 202-967-3646.

Hotel and Restaurant Equipment Exhibition. Stockholm Trade Center. May 26-30. Demand for U.S. equipment, especially that incorporating labor-saving features, is strong throughout the Scandinavian area—Denmark, Finland, and in particular Norway and Sweden, which are benefiting from high levels of economic activity. A complementary exhibition, sponsored by the U.S. Department of Agriculture, will feature processed food for the hotel, restaurant and institutional trade. William Beiring, 202-967-3276.

U.S. Pavilion, Paris Air Show, Le Bourget Airport. May 30-June 8. The export market is the brightest spot in the U.S. areospace industry this year. In 1973 U.S. aerospace exports reached an all-time high of $5.2 billion, 27 percent of production. During the period 1968-1973, over 46 percent ($8.2 billion) of total U.S. exports ($17.7 billion) of civilian and military aircraft, engines and parts were shipped to Western Europe. Sales prospects for 1975 are particularly good for general aviation aircraft, helicopters, military aircraft for the NATO air forces, avionics and airborne instrumentation, aircraft engines and parts and airport and ground support equipment (with special attention on security equipment), and components. Michael G. Hanpeter, 202-967-4961.

Telecommunications Technology Seminar to Morocco, Algiers and Tunisia. June. Over $178 million will be allocated by governments of these countries for construction, expansion and modernization of telecommunications systems, according to current development plans. These countries have a preference for American technology and equipment. Emphasis will be on telecommunications and data transmission, including satellite communications, microwave transmission, data terminals and communications, mobile radio, and closed circuit and cable television systems. Fred E. Crosley, Jr., 202-967-5285.

Recreation and Leisure Equipment Exhibits. Paris Trade Center, June 2-5; Frankfurt Trade Center, June 10-13. The two leading markets of Europe—France and Germany—offer unusual opportunities for American manufacturers of sports items, photographic equipment and musical instruments. A leisure boom has occurred in both these countries as a result of the long-term economic development that has taken place. Increased incomes—the willingness to spend it—more free time from work—all are factors which are stimulating French and Germans to spend more on leisure products. Myra Triplett, 202-967-5381.

Electronic Industry Production and Test Equipment Exhibition. U.S. Trade Center, Tokyo. June 2-6. The market in Japan for this type equipment is buoyed by the rapidly expanding markets, domestically and worldwide, for the massive output of Japanese electronic goods—expected to reach $20 billion by 1975—and the requirements of Japanese electronic manufacturers for production and test equipment—estimated to reach $215 million by 1977, up 40 percent from 1973. By 1975 the Japanese Government intends to remove any restrictions on investments and imports of electronic production and test equipment. Maury Shea, 202-967-2461.

Calendar For World Traders

Jan. 8—New York—FCIB Publishers Export Credit Group luncheon meeting, Advertising Club.

Jan. 9—Memphis—Mid-South Exporters Roundtable Meeting. Monte's & Sons.

Jan. 9—Milwaukee—Milwaukee World Trade Club dinner meeting. C. J. Wang, International Corporation of America, will discuss Trading in China.

Jan. 9 — Cleveland — Cleveland World Trade Assn. luncheon meeting, Mid-Day Club. A panel will discuss Investing in Mexico.

Jan. 9 — Chicago — International Trade Club of Chicago luncheon meeting, La Salle Hotel.

Jan. 14—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn.

Jan. 15—New York—International Executives Assn. luncheon meeting, Summit Hotel. Eugene A. Theroux, Vice-President, National Council for U.S.-China Trade, will speak.

Jan. 16-Feb. 13—Cleveland—Cleveland World Trade Assn. workshop on Basics of Importing.

Jan. 16—New York—FCIB Drug, Chemical & Food Export Club luncheon meeting, Advertising Club.

Jan. 20-21—New York—World Trade Institute seminar on Establishing Offices Overseas.

Jan. 21 — Memphis — Memphis World Trade Club, Southwestern University.

Jan. 28-29—Washington, D.C.—Conference for Corporation Executives on Outlook 1975: The Middle East and Energy. Presented by School of Advanced International Studies of Johns Hopkins University with International Management and Development Institute. Speakers will include Charles W. Hostler, Deputy Asst. Secretary for International Commerce, Department of Commerce. For information, Deborah Nelson, 202-785-6800.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

0139—ZAIRE—The owner of a small **plantation producing mainly coffee and quinine bark** is interested in a joint venture arrangement to improve and possibly expand operations. Expressions of interest should be sent to Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230 for transmittal. P-74748. OPIC.

2621, 2649, 2651, 3554 — INDIA — Seeks technical and financial collaboration with U.S. firms to manufacture **paper and paper making machinery** including: (1) a wide variety of paper and boards; (2) machinery for manufacture of paper containers, board, box and components; (3) machinery for coating, impregnating and laminating; (4) printing and allied machinery; (5) machinery for paper and board conversions; (6) diversified packaging machinery; (7) systems packaging machinery; (8) machinery for manufacture of plastic containers and film components; (9) machinery for manufacture of metal containers and components; (10) packaging materials and package testing equipment; (11) materials handling equipment; (12) machinery for packaging food products; cosmetics, textiles, garments and 'form, fill and seal' machines; (13) pulp plant and paper making machine of capacity from 5 to 100 tons per day including soda recovery boiler; and (14) adhesive and gums used in packaging. Plant will be established in Alleppey District of Kerala State and eventually produce 66,000 tons per year. Total investment estimated to be $54 million, of which approximately $33 million will be machinery. Packaging Complex Ltd. was established in February 1974. Mr. Mundadan, the Managing Director, is also the Managing Partner of Mundadan Industries, a firm making paper containers. Mr. John C. Mundadan, Mng. Dir., Packaging Complex Ltd., AP III/172 Vapalassery Rd., Angamaly P.O., Kerala. WTDR. P-74749. OPIC.

2821, 2873 — ISRAEL — Seeks collaboration with U.S. firms for 3 new chemical plants; (1) an **ammonia plant** with capacity of 650 tons per day, estimated to cost $45 million; (2) a **urea plant** with capacity of 600 tons per day, $20 million; and (3) a **melamine plant** with capacity of 30,000 tons per year, $20 million. Half of total above investment will be needed in foreign exchange to purchase engineering services and equipment. General Mordechai Makleff, Dir. Gen., Israel Chemicals, Ltd., P.O.B. 1428, Haifa 31000. WTDR. P-74750. OPIC.

3111—YUGOSLAVIA—Leather manufacturing company seeking joint venture partner to establish new **polyurethane leather plant.** Capacity will be 1.5 million square meters of high-quality synthetic face leather for shoes and 1.5 million square meters of shoe linings. Will be located in Kumanovo, 24 miles from Skopje. U.S. partner would contribute 30 to 40 percent of investment, construct plant as turnkey project and provide American production manager. Additional information from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-74769. OPIC.

3361, 3431—UNITED KINGDOM — Firm seeks to import in component form, assemble and package in U.K. domestic **hardware lines, kitchen appliances, bathroom fittings and garden items.** Firm has production facilities available for manufacturing of die castings in zinc and aluminum and is interested in licensing arrangement to manufacture and distribute a registered U.S. design. Established 1920, firm presently manufactures decorative and standard bathroom fittings (24 carat gold and quality chrome plate and hand operated food slicers; distributes towel and shower curtain rails, curtains and bath mats). Distribution is through hardware and department stores, cash and carry outlets and to many export markets. A. P. Howell, Lan-Bar Ltd., Raglan St., Wolverhampton WV2 0SX. P-74751.

3446—UNITED KINGDOM—Firm seeks licensing arrangement to manufacture **aluminum steps and access towers.** Presently manufactures ladders, (timber and aluminum), steps, stagings and trestles (all timber) and distributes steel access towers (all aluminum) as well as space heaters. Established 1926, has 450 employees and 24 salesmen. Member of the well-known SGB group engaged in building fabrication, scaffolding etc. D. W. Huntington, Mng. Dir., W. C. Youngman Ltd., Manor Royal, Crawley, Sussex RH10 20A. P-74764.

3494—SCOTLAND—Leading Scottish manufacturer of brass and gunmetal pipe couplings, brass gate valves, and brass connectors for flexible hose seeks licensing or joint venture arrangement for manufacture of **nonferrous couplings or valves, in particular butterfly valves 1" to 24" bore.** Company, which employs 200, presently engaged in contract work for North Sea Oil industry and has U.K.-wide sales network with additional premises on which to expand in 40-acre industrial site. Proximity to Edinburgh airport. Ideally, company looking for tie-up with U.S. firm well established in hydrocarbons industry, currently exporting to North Sea Oil industry. Peter Barnett, Mng. Dir., James H. Lamont & Co. Ltd., Gylemiur Works, Corstorphine, Edinburgh EH12 8HJ. P-74765.

3500—SWITZERLAND — Diversified manufacturer of household appliances, instruments and sheet metalwork seeks licenses to produce machinery and equipment in several fields. Firm's interests include **medical analysis, diagnostic and other instruments, packaging machines, hospital equipment, high capacity cleaning machines, recycling equipment and laundry machinery. Also, garbage compactors, waste water and air purification equipment, mass catering equipment and industrial process controls.** Swiss concern will consider investing in new ventures, has solid financial background. Employs over 900, has modern manufacturing facilities. Kurt R. Winzeler, Kurt R. Winzeler and Partners, Culmannstrasse 10, 8006 Zurich. P-74766.

3523—AUSTRALIA—Large company seeks license to manufacture large, broad acre **farm equipment** of all types. Would be used mainly by wheat industry. Employs 170, is located on New South Wales, Victoria border. L. J. Mulkearns, Mng. Dir., Alfarm Industries Pty. Ltd., 202 North Street, Albury 2640, N.S.W. Cable: NA, Telex: 56006. Phone: (060) 21 1400. P-74768.

3531—UNITED KINGDOM — Seeks to diversify into new product areas and wishes to contact U.S. firms in **electronic automatic materials handling field,** especially in area of **automatic order picking equipment.** Firm desires to manufacture under license in U.K. and market in U.K./European countries. H. E. Mattox, Asst. Commercial Attache, U.S. Embassy, Grosvenor Sq., London W.1. WTDR. P-74752.

3559—AUSTRIA — Newly established firm plans to engage in engineering production and distribution of **energy generating systems, industrial and scientific measuring apparatus and pollution control equipment.** Seeks **representation** and **licensing** agreements with U.S. companies. Austrian firm's staff will include engineers, physicists, architects and sales organization. Oskar H. Reidl, "TECHNIKSTUDIO," Mariahilferstrasse 95, A-1060 Vienna. P-74753. U.S. firms may wish to send copies of correspondence to American Embassy, 1X Boltzmanngasse 16, A-1091, Vienna.

3574—UNITED KINGDOM — Major company with manufacturing interests ranging from avionics to industry inspection equipment wants to diversify. Seeks licenses to manufacture **cash dispensing equipment and credit card validation units** for distribution in U.K. Company employs 2,000. H. E. Mattox, Asst. Commercial Attache, U.S. Embassy, Grosvenor Sq., London W.1. WTDR P-74754.

3581—NORWAY—Wants to initially import **coin operated vending machines for newspapers,** later manufacture under license. Machines not presently used in Norway, but manager of a leading newspaper publisher believes system has potential in Scandinavia. Rogalands Avis, Verksgaten 9/11, 4000 Stavanger. P-74767.

3599—DUBAI—Seeks joint venture to produce **gas cylinders** in Port Sudan. Local entrepreneur is presently director of Dubai municipality, claims to be in position to obtain necessary license to establish plant. Kamal Hamza, Director, Dubai Municipality, P.O. Box 67, Dubai, UAE. P-74755.

3600—UNITED KINGDOM — Division of large British firm presently designs, produces and markets **marine safety equipment,** seeks licenses to make related products for sale in U.K. and Europe. Product line includes water activated batteries, lifebouy lights, flashing beacons and underwater communication systems. Has around 2,000 employees. H. E. Mattox, Asst. Commercial Attache, U.S. Embassy, Grosvenor Sq., London W.1. WTDR P-74756.

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 1322, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Industrial chemicals

28100—ECUADOR—50 tons sodium silicofluoride (AWWA specification B-702-71), 10 tons sodium fluoride in crystal form (AWWA specification B-701-71), 10 tons calcium hypochlorite 70% granules, and 0.5 tons calcium hypochloride tablets. No tender number or deadline date. Bids and inquiries should be forwarded to Sr. Mario Karolys, Jefe de Compras y Suministros, Instituto Ecuatoriano de Obras Sanitaria, IEOS, P.O. Box 680, Quito.

Drugs

• **28300—MAURITIUS**—Supply of pharmaceuticals and medicinal chemicals. Tender No. 0001, bid deadline Feb. 26. Chairman, Tender Board, Ministry of Finance, Port Louis. Specifications available in English from Materials Division, BDC, Room 2126, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-3910.

• **28330—MALAGASY REPUBLIC**—Laboratories Pharmaceutiques Malgaches, Boite Postale 828, Mandrosoa, Ivato, Tananarive, desires f.o.b. U.S. port and c.i.f. port of Tamatave quotations on 18 tons of chloroquine sulfate. Additional sales could result if price is competitive. Firm is small Malagasy-French owned pharmaceutical manufacturing concern reported to have excellent reputation and credit standing.

Steel mill products

• **33100 — BOLIVIA** — 1,622 meters steel tubes and couplings, 920 mm diameter, 9 mm thickness, length max. 8 mts. min. 7 mts. Tender No. Conv. 9; bid deadline March 5. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

• **33100—DOMINICAN REPUBLIC**—Various sizes and quantities of galvanized iron tubes and tube fittings. Tender No. 5-74; bid deadline Feb. 12. Instituto Nacional de Aguas Potables y Alcantarillados, Independencia 201, Santo Domingo. Specifications in Spanish available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

Rolling, drawing, extruding of nonferrous metals

• **33500—INDIA**—660 volt grade mineral insulated heat resistant cables of different sizes and accessories. Tender No. CDN/ENQ/290; bid deadline March 14. Chief Purchase Officer D.V.C., Bhabani Bhawan, Alipore, Calcutta, 700027. Tender documents available at cost of $6.50 by sending postal order made out to Damodar Valley Corp. at above address.

• **33500—THAILAND** — Copper cable, 25 KV class, single conductor, insulated with cross-linked polyethylene PVC jacketed; 5,000 M No. 2 AWG and 3,000 M No. 2/9 AWG; 15 KV class, single conductor, insulated with cross-linked polyethylene. Tender No. MEA-PSD-319; bid deadline Feb. 4. Purchases and Stores Department, Metropolitan Electricity Authority, 121 Chakpeton St., Bangkok 2. Specifications available from Copper, Lead and Zinc Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

Cutlery, hand tools, general hardware

3421141 — SOUTH AFRICA — Pocket & sheath knives—all types. According to trade & bank circles, directors respectable, reliable businessmen well versed in their trade. Conducts satisfactory bank account & meets financial commitments promptly. Sells agricultural & tradesmen's tools & hardware throughout South Africa. Maintains aggressive sales force. Reply to—H. Heneck, Brock Tuchten (Pty) Ltd., P.O. Box 3281, Cape Town 8000. Cable Brotuch; Tel 53-7646.

Construction, mining, materials handling machinery, equipment

• **353000 — SUDAN** — Director General, Roads and Bridges Public Corp., Ministry of Transport and Communications, P.O. Box 756, Khartoum, requests bids on crawler tractors; trucks; scrapers; wheel loaders; rollers; asphalt plants and machines, etc. One set of documents may be obtained against receipt of certified check for 10 Sudanese pounds or equivalent, and additional sets may be obtained for 5 Sudanese pounds each. Each request for documents shall be accompanied by official name and address of bidder. Bid deadline March 5. Financing from IDA.

Office, computing, acct. machines

35730 — CANADA — Ontario Ministry of Government Services, in efforts to formalize process of extending invitations to bid, is compiling master list of manufacturers, distributors and agents of electronic data processing equipment. Interested U.S. firms with capabilities in this area invited to participate in registration. Information and registration procedures may be obtained from: EDP Equipment Vendors List, Ministry of Government Services, Ferguson Block, Queen's Park, Toronto, Ontario.

Electric transmission, distribution equipment

36110—INDIA—Andhra Pradesh State Electricity Board, Vidyut Soudha, Hyderabad 500049, has issued Tender No. TE10/A11/VEL/644/74 for various types of test sets for testing hydro-generators, circuit breakers and power relays. All equipment should function on 230V, 10, 50 CPS or 415V, 30, 50 CPS power supply. Bids should be submitted as soon as possible.

Communications equipment

• **36600—GREECE** — Hellenic Telecommunications Organization (OTE), Purchasing Department, 6 Klissovis St., Athens, is seeking bids for supply and installation supervision of 193 thirty-channel multiplex pulse code modulation (PCM) systems. Bid deadline April 17. Tender documents available on loan basis to firms located in U.S. from Science and Electronics Division, BDC-466, Room 1001, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2939.

• **36610—AFGHANISTAN**—Director General, General Services, Ministry of Finances, Kabul, is seeking bids for 100-line automatic telephone switchboard. Interested bidders requested to send product information and price quotation to above address.

• **36610—ALGERIA**—Ministere De L'Interieur, Villa Dar-El-Nador, Chemin Gadouche Abdelkader (Ex La Madeleine), Hydra, Algiers, has issued Tender No. 30/74 for supply of telephone equipment. Bid deadline Feb. 11. Specifications, in French, available on short-term loan basis to firms located in U.S. from Science and Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Wash., D.C. 20230, 202-967-2939.

Electronic components, accessories

3679020—ISRAEL — Headset/microphone, dynamic, noise cancelling with impedance of 3000hm. In-line double pole changeover switch fitted with clothing clip shall be fitted into cord. Cord should be pvc coil (12" closed length & 6' extended) & should include 6 conductors (2 for headphones, 2 for microphones & 2 for switching). Headsets & above should be approved & used by U.S. Navy on surface vessels. Units should be designed to be worn comfortably under standard U.S. helmets. Total headphone impedance shall be 1200 ohm (2 2400 ohm elements connected in parallel). Headsets & headphones should be similar to ones being used on PT boats. Requests catalogs, f.o.b. prices, & delivery time ASAP, preferably airmail express. Reply to A. Rosenberg, Mgr., Agencies Sales Dept., Telemusica Ltd., 1 Korazin St., P.O. Box 826, Givatayim. Cable Telemusica Telaviv; tel 03-765071.

Engineering, laboratory, scientific, research instruments

• **38100—INDIA**—Supply of various items of equipment required for setting up of flight and tactical simulator for seeking along with maintenance spares for five years and other facilities in specifications. Delivery required at earliest possible date. Tender No. 106/82/223/7.9.W4/II. Contact: Director General of Supplies and Disposals, Jeevan Tara Building, Parliament St., New Delhi 110001.

Instruments for measurement, analysis and control

• **38200—HONDURAS** — Supply of 8,000 water meters in following diameters: ½, ¾, 1½, 2, 2½, 3, 4 and 5 inches. For use in Los Laureles water supply system for central district of Honduras. Tender No. SANAA-BCIE-10-74. Servicio Alcantarillados (Sanaa) Segundo Piso, Ministerio de Salud Publicia Y A.S. Tegucigalpa, D.C. Documents available at above address for 25 lempiras ($12.50) per set.

• **38210—INDIA** — Acting Controller of Purchase, Hindustan Shipyard Ltd., Visakhapatnam 530005, has issued Tender No. COP/Q/PT.378/23040/VC.171008 & 171009/2709, for gauges to read tank contents. Bid deadline Feb. 17. Copies of tender announcement and specifications available on short-term loan basis to firms located in U.S. from Science and Electronics Division, BDC-466, Room 1001, U.S. Department of Commerce, Wash., D.C. 20230, 202-967-2939.

Surgical, medical, dental instruments

• **38400—IRAQ**—Supply of 87 items of miscellaneous surgical instruments for the Foreign Purchasing Committee, Ministry of Health, Baghdad, Tender No. 35/74. Bid deadline Feb. 20. Copies of tender announcement and specifications available on short-term loan basis to firms located in U.S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-2939.

• **38410—IRAQ**—Foreign Purchasing Committee, Director General of Medical Supplies, Ministry of Health, Baghdad, has issued Tender No. 35/74 for surgical instruments. Bid deadline Feb. 20. Copies of tender announcement and specifications available on short-term loan basis to firms located in U.S. from Science & Electronics Division, BDC-466, Room 1001, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2939.

38410—POLAND—The Center of Medical Education, Postgraduate Pharmaceutical Study, is interested in instruments for laboratory drug dosage production and in analytical apparatus for determining the rate of dissolution and rate of absorption in vitro drugs. Interested firms should contact Leslaw Wichlinski at the Center, Ul. Debowa 3, Bydgoszcz, Poland. If requested, the Trade Development Assistance Division, Bureau of East-West Trade, U.S. Department of Commerce, Washington, D.C. 20230, will assist in obtaining information on this trade opportunity.

• **38410—COSTA RICA**—Supply of optical equipment to manufacture opthalmic lenses and other opthalmic goods and accessories. Purchase to be financed from Caja Costarricense de Seguro Social's own resources. Specifications, general information and requirements may be obtained from Dr. Jose A. Fatjo, Director of Political Dept., Caja Costarricense de Seguro Social Apartado 101015, San Jose, Costa Rica. Bid deadline not indicated.

Future Construction Abroad

PANAMA—Panama's plans to build a **container port** near Colon have reached the engineering design stage, and the IBRD and IDB have been requested to consider financial support. Principal stages and estimated costs are: engineering design, $1.1 million; initial port and wharf facilities, $16.2 million; and (at a later date) augmentation of regional cargo transfer capability and expansion, $23 million. If development financing is approved soon, engineering work would begin early in 1975, and construction by mid-1976. Works envisaged and estimated costs in first phase include: dredging, coastal protection, NAVAIDS, $3.2 million; filling & grading, $1.2 million; buildings, piers & infrastructure, $8.6 million; cargo handling equipment, $1.8 million; engineering design, supervision, $1.1 million. Works valued at $23 million are planned in a second phase to convert the port into a principal, regional cargo transfer facility. A feasibility study was completed by a consortium of: Frederic R. Harris Engineering Corp. and Economic Research Associates (both U.S.) and Solarian, S.A. and Estudios y Inspecciones, S.A. (both Panamanian). Further engineering and related services required have not yet been engaged. An award is expected to follow soon after financing is assured for first phase. Equipment to be procured: dredging, earth-moving, pile driving, container handling, general cargo and container cranes (2) and navigational and communications equipment. Implementing agency: Autoridad Portuaria, Ing. Arnoldo Cano, Director, Apartado No. 9658, Panama 4. OPIC.

MEXICO—The State of Guanajuato is planning to implement a **long term development program** to encourage industry and increase tourism. Infrastructure public works include modern first-class hotels, access roads to natural attractions, restoration of colonial architecture, and establishment of a modern resort called Yuriria that will offer hunting, fishing, golf and water sports. An international airport (about US $8 million) to be named Bajio will be built outside the State capital. The State's Public Works Dept. is negotiating financial support from InterAmerican Development Bank. Interested airport systems engineers and equipment suppliers should contact: Chief, Public Works Dept., State of Guanajuato, Gunajuato.

BOLIVIA—The Bolivian Government will spend U.S. $12.3 million to improve **water supply system of Cochabamba** (second largest city, with population of approx. 200,000); $10 million to be financed by an IDB loan, and balance by Government of Bolivia. Feasibility study was done by Prudencio, Claros y Asociados, Casilla 6006, Av. Arce 2856, La Paz. It basically pertains to water treatment plan and water distribution system. Tenders for material, supplies and equipment will be issued early 1975. Construction portion will be handled by local construction company. Ministerio de Urbanismo y Vivienda, Direccion de Ingenieria Urbana, Casilla 3522, La Paz. Attn: Ing. Gonzalo Cordova Lopez, Director, Urban Engineering. OPIC.

NIGERIA—North Central State Water Board plans **expansion of Kaduna's water system** to eventual output of 60 million imperial gals. per day. Program calls for immediate expansion by 20 million gals. Manufacturers invited to prequalify for bidding for all necessary services for expeditious completion of detail design, supply, erection and commissioning of water treatment plant equipment and maintenance of equipment for 12 months. Services shall include provision of preliminary plant layout with drawings and price schedules of equipment sufficient to allow consulting engineers to proceed immediately with design. On approval by engineer of such layout manufacturer shall produce detail drawings necessary to allow final drawings of associated works to be completed and proceed with manufacture of required equipment. Manufacturer shall deliver all equipment and erect and commission it to satisfaction of engineer. Treatment plant equipment shall include that required for effective sedimentation or clarification, filtration, storage and dosing of all chemicals, flow measurement and all associated control equipment. Control of operations shall generally be manual with provision for conversion to pneumatic sequential operation for filter backwashing. Manufacturer may offer alternative methods of control. Maximum times for implementation of various services: preliminary drawings and estimates one month; final drawings three months after approval of preliminary drawings; manufacture and delivery to site 15 months, and erection and commissioning 11 months. Manufacturers requested to provide following information for prequalification to N. Gunasingham, Manager, Ward, Ashcroft, and Parkman, 18/19 Ahmadu Bello Way, P.O. Box 99, Kaduna, cable WAPCONSULT, tel: 22115, with copy to: Alhaji Ahmed N. Cheema, Gen. Mgr., North Central State Water Board, P.M.B. 2133, Kaduna, cable WATER KADUNA, tel. 42266: details of work of similar nature and size and under similar conditions by manufacturer; details of proposed equipment to allow assessment of performance; drawing showing preliminary layout of stage 1 of water treatment works with indication showing how further stages would be added; details of realistic program for all services required; estimates of costs for all services required and statement of time required to produce firm price for services; details of maintenance and repair services available to client after expiration of period of maintenance; any further information considered relevant. Prequalification deadline for this project is Jan. 25.

AFGHANISTAN—Engineer Toufiqi is seeking firm capable of doing surveying, planning, designing and erecting of **textile factory in Kandahar** on a turnkey basis. Annual plant capacity would be 30 million meters of cotton fabric and large unspecified quantity of yarn. Financing source unknown. Interested firms should send information on previous turnkey experience to: Engineer M. Hashem Toufiqi, President of Industries, Ministry of Mines & Industries, Kabul, with copy to Economic Section, American Embassy, Kabul, Department of State, Washington, D.C. 20520. OPIC.

Minister Of Plan Heads Visiting Tunisian Group

Tunisian Minister of Plan Chedli Ayari is heading a delegation of Tunisian officials who are visiting the United States this month to meet with American firms interested in investing in Tunisia. For further information or to arrange an appointment with Mr. Ayari, contact the Overseas Private Investment Corporation, Washington, D.C. 20527, telephone 202-632-9154, Bonnie Henderson or Todd Parnell.

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